

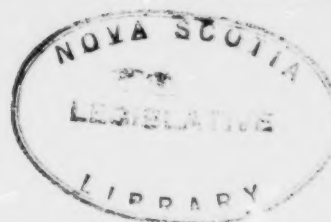
Nova Scotia



Department of
Agriculture and Marketing

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EXTENSION



ANNUAL REPORT

1987



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ANNUAL REPORT
EXTENSION SERVICES
NOVA SCOTIA DEPARTMENT OF AGRICULTURE & MARKETING
1987

Our 1987 Annual Report is a review of Branch activities over the past year. It includes an overview from each of the Divisions within the Branch, a performance review of our policies and programs, and highlights from special programs.

We feel the Extension Branch plays an important role in delivering programs and information, contacting people and providing program that assist clients with the adoption of new technology. In our work, we work closely with other Branches and Departments of Government to co-ordinate the Extension program to our rural clients. We not only work with the commercial farm sector, but we have increased our emphasis in working with part-time farmers and the public in general. We feel there is an important job to be done in communicating the agricultural story to all Nova Scotians and we are pleased to be part of this effort.

1987 was a year of change and challenges in the agriculture industry. Farm families and rural communities are faced with major socio-economic concerns. Extension personnel have spent time identifying needs and methods to address these challenges with a diverse rural and farm clientele.

Staff have spent considerable time working on a one-to-one basis with our clients. Economic conditions demand high levels of management skills and decision making. Our Farm Management staff have placed greater emphasis on financial management in their work with individual producers.

Despite difficult economic times, agriculture continues to show growth and gains in production and efficiency. Farmers are receptive to new technology and the adoption of improved techniques and management skills is ongoing in the province.

In submitting the 1987 Annual Report, I wish to thank Jack Redden, Assistant Director; Supervisors - Gabriel Comeau, Farm Management; Susan Horne, Home Economics; John Higgins and Hank Kolstee, Agricultural Engineering; Elizabeth Crouse, 4-H; my secretary, Mary Guinan, and all members of the Branch for their dedication and support over the past year. Thanks and appreciation also go to Ralph Morehouse, Deputy Minister, Dick Huggard, Executive Director, Branch Directors, and all Department staff for their co-operation and assistance.

Respectfully submitted,

Rollie L. Hayman

Rollie L. Hayman, P. Ag.
Director

STAFF OF EXTENSION SERVICES BRANCH

DECEMBER 31, 1987

R. L. Hayman, Director
Truro, N.S.

J. E. Redden, Assistant Director
Truro, N.S.

Mary Guinan, Secretary
Truro, NS

AGRICULTURAL REPRESENTATIVES & ASSISTANTS

George MacKenzie	Regional Agricultural Representative Truro
Robert Bennett	Regional Agricultural Representative Kentville
Vernon Murray	Regional Agricultural Representative Antigonish
Leo Cox, Agricultural Fieldman	Mabou
Harvey MacDonald	Sydney
Donald L. MacDonald	Antigonish
Jim Neary	Pictou
Gordon Crowe	Middle Musquodoboit
Ralph Murray	Nappan
Robb MacMillan	Windsor
Fred Walsh	Kentville
Laurie Ells	Lawrencetown
Arthur Pick	Bridgewater
Bruce Gilliatt	Weymouth
Malcolm Fuller	Yarmouth
Yvonne Thyssen-Post	Truro
Joe Calder	Middle Musquodoboit
Bev Connell	Nappan

4-H REPRESENTATIVES

Elizabeth Crouse	Supervisor, Truro
Lynn Thurber	Bridgewater
Don Butler	Pictou
Bill MacLeod	Sydney
Danny Gilfoy	Windsor
Weldon Smith	Truro
Ruth Withrow	Lawrencetown

SPECIAL PROJECTS OFFICERS

Jack Hicks	St. Peter's
Al Connor	Bridgewater

FARM MANAGEMENT SPECIALISTS

Gabriel Comeau	Supervisor, Truro
Peter Dekker	Kentville
Jim Houghton	Truro
Alan Grant	Truro
Debbie Freeman	Technician, Truro
Pamela Fraser	Technician, Kentville

HOME ECONOMISTS

Susan Horne	Supervisor, Truro
Gail Keddy	Truro
Marjorie Knowles	Kentville
Ellen O'Reilly	Antigonish
Valorie MacKinnon	Bridgewater
Jane Lewis	Sydney
Cheryl Butts	Mabou

AGRICULTURAL ENGINEERING DIVISION

John Higgins	Chief Engineer, Truro
Hank Kolstee	Supervisor (Land Protection), Truro
Laurie Cochrane	Truro
Gary Bishop	Kentville
Larry Honey	Kentville
Peter Swinkels	Truro
Dave Browning	Truro
Trent Webster	Truro
Ben Hawkins	Truro
Bill Morley	Aboiteau Superintendent, Annapolis Royal
Lindsay Carter	" " Kentville
Brad Crewe	" " Truro
Gary Gilbert	" " Nappan
Robert Lawrence	Surveyor, Truro
Darrel Hingley	Surveyor's Asst., Truro
Ken Carroll	Land Improvement Inspector, Windsor
Chris Curry	" Truro
Gerard MacDonald	" Truro
John Sullivan	" Truro
Bruce Curry	Draftsman Truro
David Cameron	" Kentville

PERSONNEL

During 1987, the staff complement was constituted as follows:

Regional Agricultural Representatives	3
Agricultural Representatives	11
Assistant Agricultural Representatives	3
Agricultural Fieldman	1
Special Projects Officers	2
4-H Representatives	4
Farm Management Specialists	4
Agricultural Engineers	9
Home Economists	7
Technicians	18
Secretaries	22
Accounting Clerks	1
Director and Assistant Director	2
	87

TRANSFERS

Ellen O'Reilly - Trans. as Home Economist, Bridgewater to Home Economist, Antigonish - Jan. 4, 1988

RETIREMENTS

Bernard Kelly - Retired - Aboiteau Sup., Antigonish - Feb. 28/87

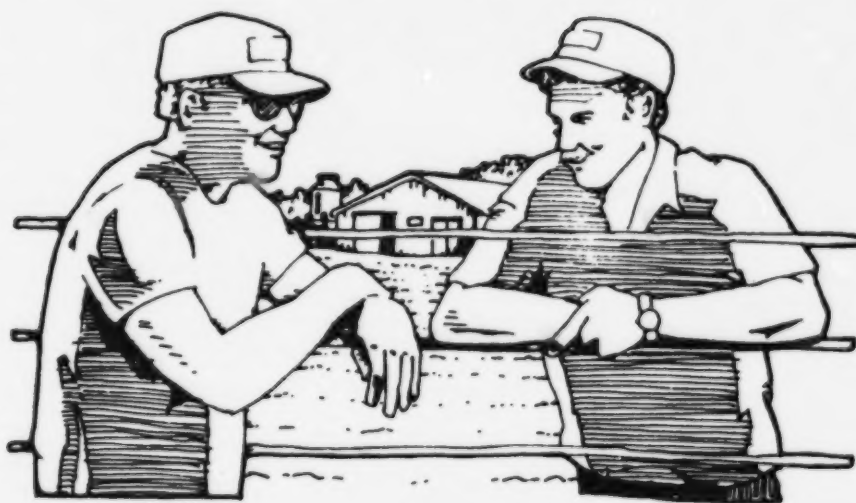
Mary Elizabeth Stewart - resigned as Home Economist, Antigonish, Nov. 13/87

NEW EMPLOYEES

Pam Fraser	- Farm Management Technician, Kentville, Sept. 21/87
John McCabe	- Land Improvement Inspector, Antigonish, April 13/87
Bev Connell	- Assistant Ag. Rep., Nappan, Feb. 9/87
Bill MacLeod	- 4-H Representative, Sydney, April 13/87
Cheryl Butts	- Home Economist, Mabou, April 28/87
Valorie MacKinnon	- Home Economist, Bridgewater, Jan. 25/88



ANNUAL REPORT



1987
Agricultural Representatives
and
Special Projects Officers

INTRODUCTION:

The Agricultural Representative Division continues to serve a broad range of rural clients. This division is the front line delivery system of an informal education network of applied research and government programs and policies.

In 1987, fourteen county offices were opened to serve Nova Scotia. The staff complement of this division is thirty-six people. Personnel can be broken down as follows: three (3) Regional Agricultural Representatives, eleven (11) Agricultural Representatives, one (1) Agricultural Fieldman, three (3) Assistant Agricultural Representatives, two (2) Special Project Officers and sixteen (16) clerical staff.

To meet the primary objective of providing "service to people", Agricultural Representatives play a key role in a number of areas including: -

- leadership in the planning and development of agriculture within their designated area in co-operation with the farm organizations
- communicate up-to-date technical knowledge to their clientele
- administer in an effective and efficient manner those financial assistance policies assigned to them
- communicate problems, concerns and situations of their clientele to department administrators
- provide significant public relations information to those clientele and Nova Scotians within their designated area
- provide educational and technical upgrading opportunities for their clients through short courses, workshops, individual farm and office calls.

Agricultural Representatives must continue to up-date their technical knowledge and develop skills of agricultural production and marketing. There is also an increasing emphasis to improve communication, administration, counselling and public relations skills to deal with an increasing diverse clientele.

PROGRAMS AND SERVICES:

Communications on a one to one basis as well as mass media is the primary method used by this division to contact clients. Through farm and office calls, staff are able to provide information and counsel farmers. Through workshops, short courses, field trips and tours, staff are able to up-date farmers on technological changes in the industry. Through mass media such as radio, newspaper and newsletters, staff provide information of a general awareness on a wide range of topics.

The following statistical summary provides an indication of the extent of the contact and activities carried out by the Agricultural Representative staff. Dates from 1983 to 1986 are provided.

TABLE 1

ITEM	1987	1986	1985	1984	1983
# Client Calls	6,320	6,149	5,215	5,234	6,003
# Office Calls	11,048	13,432	11,668	16,455	18,095
# Short Courses, Meetings & Tours	1,147	1,483	1,473	1,205	1,353
# People Attending Short Courses, Meetings, Tours	34,461	37,451	42,488	36,551	29,773
# Letters Written	13,144	14,126	12,020	10,742	11,377
# Publications & Circ. Dist.	37,313	45,910	45,843	45,942	38,260
# Radio Broad- casts Made	174	262	260	275	353

Each Agricultural Representative's County office or area has a different set of available resources which include land, climate and people. Each Agricultural Representative develops programs and activities to meet the needs of his clients and resources.

CENTRAL REGION

INTRODUCTION

The Central Region of Nova Scotia is comprised of the counties of Colchester, Cumberland, Halifax-East Hants and Pictou. The agriculture sector is diverse in its production base. Fifty (50) percent of the dairy cattle are found in the region and ninety (90) percent of the beef, sheep, and maple industry. Other commodities of significance include hogs, blueberry and other small fruits and vegetables.

The region is serviced by four agricultural offices located throughout the region. The staff complement is listed below:

George MacKenzie	- Regional Agr. Representative - Truro
Yvonne Thyssen-Post	- Asst. Agr. Representative - Truro
Ralph Murray	- Agricultural Representative - Nappan
Bev Connell	- Asst. Agr. Representative - Nappan
Gordon Crowe	- Agricultural Rep. - Middle Musquodoboit
Joe Calder	- Asst. Agr. Rep. - Middle Musquodoboit
James Neary	- Agricultural Representative - Pictou

Secretaries:

Susan Wilson	- Truro
Sandra Strang	- Nappan
Laura Canning	- Middle Musquodoboit
Marie Matheson	- Pictou

COLCHESTER COUNTY

Overview;

1987 would be marked as a good crop production year. The warm dry early spring saw some farmers harvesting forages as early as June 14. Excellent quality forage resulted; the only problem that resulted was the dry season continued and discouraged second cut. This may lead to a forage shortage in the spring of 1988. Four farms in the region have enrolled on the LEAPS program. Interest is increasing in the Great Village area in the production of milling wheat.

Poor harvesting seasons over the past several years have prompted many farmers to look at other forage systems and move to haylage systems.

Commodities - Organizations - Programs:

Livestock commodities still continue to play a significant part in agricultural production. About 18% of the province's milk production is produced in this county. Many are concerned with the effects that free trade may have on the industry and the upset over the quota system in the dairy sector.

Although hog prices improved during the first part of the year, two larger hog producers in the county sold out.

Beef prices have resulted in a more optimistic look in the industry. It is unfortunate that this group still tends to be a part-time farm group and is more difficult to reach with traditional methods of programs. Sheep producers have difficulties with predators, both coyotes and bears.

Colchester County Federation of Agriculture has strengthened during the past year. They presented an outstanding farm family award to Donald and Kathleen Kennedy, Upper Stewiacke. Clifton District Federation of Agriculture continues to be a valuable community based organization. Colchester - East Hants Soils and Crops Association has been active during the year. They sponsored various variety trials and educational events during the year. Other organizations involved include Livestock Health Services Board, Nova Scotia Canola Growers Association and 4-H clubs.

CUMBERLAND COUNTY:

Overview:

1987 was a year in which the pluses for Cumberland County's agricultural industry more than outweighed the minuses.

On the plus side, there was the return to profitable feeder calf prices; strengthening blueberry markets and prices; another good grain crop; better quality first cut hay and a very good carrot crop.

On the minus side, maple yields were below average for the third consecutive year; strawberry yields were down 20 to 30%; the coyote situation continues to be an "energy drainer" and financial woes created great personal stress for a few farmers. On balance it was a positive year.

Commodities - Organizations - Programs:

In the red meat sector, beef cow numbers remain constant; however, beef heifer and steer numbers have dropped 40% over the past 6 years. Sheep numbers show a 3.6% increase; coyotes continue to be a problem. The hog sector has stabilized.

The dairy sector continues to expand with new quota coming into the county. Some cream producers have switched to shipping industrial milk. Two of these have transferred into the fluid market.

The horticultural sector remains the most important component. The 1987 blueberry crop was 20% below the five year average but the price cushioned this blow.

Greenhouse production is the third largest commodity in the county. A new unit went into production at River Hebert. The strawberry crop was down 20-30%. Maple syrup production was below average. Sod production is increasing.

Most grain in the county is grown for home feed consumption.

Agricultural organizations such as the Cumberland County Federation of Agriculture, Cattlemen's Association and Soils and Crops Improvement Association, need revitalizing. Highlights during 1987 were the Beef Seminar; Young Farmers' Conference and the Soils and Crops projects.

HALIFAX-EAST HANTS

Overview:

The growing season was very good in the region. Yields of second cut forage were down with increased moisture in the fall; 150 acres of corn was not harvested.

Following the abandonment of the Musquodoboit CNR line, many farmers have been able to lease this land and improve field size and drainage.

Two lives were lost to farm accidents.

Commodities - Organizations - Programs:

The dairy sector remains fairly stable. They tend to adopt new technology, particularly regarding automatic computerized feeding equipment. Three dairy farms have begun the second phase of LEAPS. Forages quality has improved with construction of new storage units.

In the beef sector, several cow calf operations were dispersed. The trend to large round bale storage continues. Sheep numbers are decreasing with coyotes killing six head in 1987.

Poultry and hog numbers remain constant. Mink and fox ranchers have increased numbers. Acres of vegetable and cole crops remain steady.

Blueberry industry had a good season. A successful blueberry festival was held in Dean. Cultivated sod and greenhouse operators had a good season.

A complete evaluation of the Halifax County Exhibition was conducted. The Federation of Agriculture sponsored several workshops and meetings and were very active in soil sampling and summer employment programs.

The Assistant Agricultural Representative continued to work in the Halifax office one day a week filling requests.

PICTOU COUNTY

Overview:

The maple industry suffered from a poor sap flow. 1987 will be remembered as an early spring. Crops were fair due to dry summer.

One farmer lost a barn and livestock due to fire. He has since rebuilt.

Commodities - Organizations - Programs:

The dairy industry provides the basis for Pictou County agriculture with 25% of the farmers population and 60% of farm gate receipts. One industrial shipper switched to fluid milk.

The beef sector remains stable. Cow/calf producers enjoyed one of their best years.

Small feedlots didn't purchase feeders because they couldn't

compete with out-of-province buyers.

The sheep sector remains stable; coyotes still tend to be a concern. Pictou County lost a major hog producer in 1987. All other livestock sectors remain stable.

Raspberries are a new venture for Pictou County and had a successful year. Lowbush blueberries and strawberries were affected with the dry summer.

Grain crops for the most part were good. Pictou County-North Colchester Federation of Agriculture had a very active year dealing with land planning, feasibility study of agriculture and a dairy herdsman training program. Other work was done with Pictou-North Colchester Exhibition, Pictou and Egerton Agricultural Society, Pictou County Soils & Crops Association and Northumberland Lamb Producers Association.

WESTERN REGION

INTRODUCTION

The Western Region of Nova Scotia is composed of the counties of Annapolis, Digby, Yarmouth, Shelburne, Lunenburg, Kings and Hants. Agriculture in this region is very diverse with the production of all commodities.

A number of commodities continue to be produced solely in this region - that is, 75% or more of the production is found in the region. Small fruits, vegetables, broilers, turkeys, eggs, apples, tobacco, hogs, mink and greenhouse crops are examples of this commodity. Other commodities making significant contribution to the provincial agricultural sector include dairy, beef, sheep and grain production.

With a dry summer, Western Nova Scotia experienced some of the best quality crops in years. Quality forage was put in; however, second cut forages were limited.

The region is serviced by six (6) agricultural offices located throughout the region. The staff complement is listed below:

Robert Bennett	- Regional Agr. Representative - Kentville
Fred Walsh	- Agricultural Representative - Kentville
Robb MacMillan	- Agricultural Representative - Windsor
Laurie Ells	- Agr. Representative - Lawrencetown
Arthur Pick	- Agr. Representative - Bridgewater
Bruce Gilliatt	- Agr. Representative - Weymouth
Malcolm Fuller	- Agr. Representative - Yarmouth
Al Connor	- Special Projects Officer - Bridgewater

Secretaries:

Judy Furlong	- Kentville
Linda Fancey	- Kentville
Cheryl Theriau	- Kentville
Dianna Johnson	- Windsor
Karen Brown	- Lawrencetown
Paulette Corkum	- Bridgewater
Arlene Burton	- Weymouth
Marie Thibodeau	- Yarmouth

ANNAPOLIS COUNTY

Overview

1987 was a year of stability in Annapolis County. The dairy sector continues to be the mainstay of the county's agricultural scene.

Much of the unused agricultural land at the beginning of 1987 has been put back into production. In 1987, over 300,000 ft. of drainage was installed.

Commodities - Organizations - Programs:

In the dairy sector, an increase of 1,000-1,200 litres of fluid milk quota was realized. Purebred breeders sold stock in 1987 to Venezuela.

The beef industry of Annapolis County is a major one. The industry should benefit from the revitalized cattle sales of 1987. With the land base in the county, this sector can be expanded.

The pork industry is stable. Strawberry orchards and cole crops are constant. Hay sales through Scotia Hay Co-op have provided farmers with a viable alternative cash crop.

The three major agricultural organizations in the county are the Federation of Agriculture, Annapolis County Soils and Crops Association and Annapolis Valley Cattlemen's Association.

Farm Women's Day was a major success in '87 with 56 women attending.

DIGBY COUNTY'

Overview:

The Digby County fur sector is extremely strong. The hog industry continues to be strong although the county lost a major producer. Beef cattle numbers have dropped in the county.

1987 saw the first appointed Digby Municipal "Weed Inspector". Austin Mullen, Hassett, Digby County, was elected Vice-President of the Canada Mink Breeders Association.

Agriculture in Digby County grosses approximately \$20 million dollars.

Commodities - Organizations - Programs:

The fur sector is a viable industry in the county. Mink production figures are roughly 240,000 pelts. Aleutian disease continues to play havoc.

Of the 20,000 foxes pelted in Nova Scotia in 1987, 60% were from Digby County. The largest fox ranch in Nova Scotia is found at Saulnierville (over 300 females). Quality of breeding stock is high.

In the hog sector, eight producers shipped 31,177 hogs to market.

Strawberry acres remain high with good production in '87. Fresh vegetables for Digby Pines Hotel and other restaurant trade gave prime prices to producers.

Agricultural organizations such as the Federation of Agriculture are taking an active role in developing the industry in the county.

HANTS COUNTY

Overview:

The latest agricultural census reported that Hants County producers grossed \$27.7 million in farm sales on 391 farms and ranked third in the province for farm sales.

The county has a diverse agricultural base with dairy, beef, poultry, apple, blueberries and greenhouse being major sectors.

Commodities - Organizations - Programs:

The dairy sector expanded its fluid milk quota by 400 litres in 1987 and consisted of 49 producers. Trends are: - computerized feed systems, high moisture storage feeds, farm owner transfers and the reduction of the purchase of milled feed.

The beef sector has enjoyed healthy prices. Currently 2,500 breeding females are found in the county. Trends in this sector have been storage of large round bales inside, acceptance of cattle herd health plan, fall calving.

The poultry sector remains unchanged. Strawberry production was down in 1987, however, 23 acres of berries were set out with expansion in U-pick operations. Blueberries continue to be viable although crops for 1987 did not reach its potential. 320 acres are under apple orchards.

Municipal land use planning for Upper Falmouth, changes in veterinary area and Tracy Curry as newly appointed weed inspector, are all achievements for 1987. A large number of programs were organized in 1987.

The Hants County Federation of Agriculture has been revitalized with a new board of directors and hopes to reach more farmers in the East-Hants region. The Windsor Agricultural Society continues to organize the Hants County Exhibition.

KINGS COUNTY:

Overview

Kings County experienced a relatively good year. The dry hot summer did cause some concern with no second cut forages and slow pasture re growth as well as apple size.

Kings County continues to be the leading county for agricultural production in the province.

Commodities - Organizations - Programs:

The poultry and egg industry experienced an increase in quota. In broilers, Kings County accounts for 86% of N.S. production and in turkeys, 81.4%.

The dairy sector remains the same. The herds of Pier Wiersma, Hantsport and Kees Langelaan, Aylesford, had production over 20,000 pounds. Producers are pleased with the new structure of the Nova Scotia Animal Breeders Co-operative. The Western Nova Holstein Club has taken an active role in co-ordinating activities for that breed.

The beef sector experienced higher prices, especially for feeders. The county had two educational programs. The Western Valley Cattlemen's Association was very active.

Hog production had a slight increase in Kings County in 1987.

In the horticulture sector, the 1987 apple crop was 2,800,000 bushels and prices were down. Two major problems that face this sector are getting harvest crews and the inability of farmers,

packers and retailers to work together.

Highbush blueberries experienced a set back due to winter damage to bushes. Production dropped 350,000 pints in 1987. Strawberry producers received good prices but yields and acres planted were down. Forty-five (45) acres of cranberries were grown with several containers being shipped to Europe.

The grape industry has expanded with 37 growers and 150 acres planted.

The county continues to lead the province in vegetable and potato production.

Although prices remain good, tobacco production was down 7% with many producers diversifying. A good grain crop was experienced. Milling wheat enjoyed good prices and yields.

1987 will be remembered as the year that Kings County re-evaluated the land use plan; Nova Agro Associates opened a new vegetable and potato packing and storage facility; Bruce and Mary Rand were named Atlantic Canada's Outstanding Young Farmers of the year; Kings County Federation of Agriculture made a VCR on Kings County agriculture; Nova Bio Tech, Sheffield Mills, went into receivership; Western Kings Community Fair celebrated 50 years of operation; Frank Saunders was inducted into the Agricultural Hall of Fame.

LUNENBURG-QUEENS;

Overview:

In 1987, Lunenburg County had 305 farms and Queens County 35 farms. Many are part-time farmers. The farms are important if agriculture is to remain a strong viable industry on the South Shore.

Farmers continue to become more aware of the need to increase and improve forage production with improved varieties of grasses, legumes and brassicas.

Land improvement work in 1987 increased significantly - 77 acres of land cleared; 500 feet of windrow removal; 124,885 feet of under-drainage and 2,600 feet of ditching; 3 acres of land levelling and 3 acres of land ripping.

Commodities - Organizations - Programs:

In 1987, Lunenburg County lost 2 fluid milk shippers. However, the dairy sector remains strong due to supply management. Poultry continues to lead the agricultural industry in the county. 1987 saw a great deal of capital expansion.

In the beef sector, herd sizes were reduced with the shortage of hay. This may lead to a shortage of beef and feeders in 1988.

Hog production remains constant. Coyotes tends to affect declining small sheep sector.

Horticultural crops is a vital industry for several farmers. Farmers markets and roadside stands play an important role in marketing produce.

There are only 6 producers with mink and fox ranches.

Lunenburg County Federation of Agriculture remains a strong united voice for agriculture. Queens County does not have the same vibrance as many farmers are older. Lunenburg/Queens/Chester joint Livestock Health Services Board functioned to provide livestock owners good service.

YARMOUTH-SHELBURNE:

Overview:

1987 will be marked as a year when farm organizations have become more active. This revitalization comes from active part-time farmers. The region has a diverse agriculture.

Commodities - Organizations - Programs:

Yarmouth/Shelburne maintains a small mink industry. New entrants are top-notch managers. The fox industry is more significant with 50 ranches in Yarmouth. This type of enterprise suits the small part-time land holder. Several have become full-time fox ranchers. Fur quality remains high.

Vegetable production remains the same with several producers growing specific crops. In Middle Clyde River, one producer has been able to develop a specialized U-pick strawberry enterprise and roadside apple marketing outlet primarily based on location.

Strawberry production has declined over the past ten years. Blueberry production remains the same.

The dairy sector is the backbone of Yarmouth's agriculture with 18 major producers. The sheep industry is small and unique.

Islands off Yarmouth/Shelburne County support approximately 2,000 sheep. A lamb slaughter and packing abattoir was opened in Pubnico.

A limestone spreading service has been developed in the area. The acquisition of a no-till seeder has not shown instant success. Many dairy farmers are interested in tile drainage.

EASTERN REGION

INTRODUCTION:

The Eastern region of Nova Scotia is composed of the counties of Antigonish, Guysborough, Richmond, Cape Breton, Inverness and Victoria. Agriculture is a very vital and important industry in many of these counties with dairy, beef and sheep being the principal production sectors. Also fur, eggs and vegetable crops contribute to the agricultural sector.

In 1987 Eastern Nova Scotia gained 2.2% or 1,548 litres of fluid milk quota. It has 113 fluid milk shippers and their daily milk quota is 70,518 litres.

The region is serviced by four (4) agricultural offices located throughout the region. The staff complement is listed below:

Vernon Murray	- Regional Agricultural Rep. - Antigonish
Donald MacDonald	- Agricultural Representative - Antigonish
Harvey MacDonald	- Agricultural Representative - Sydney
Leo Cox	- Agricultural Fieldman - Mabou
Jack Hicks	- Special Projects Officer - St. Peter's

Secretaries:

Carol Bray	- Antigonish
Michele Landry	- Antigonish
Cheryl Gillis	- Sydney
Shirley MacDonald	- Mabou

ANTIGONISH - GUYSBOROUGH

Overview:

The agricultural industry remains the same. The dairy sector is by far the largest commodity group in the area. There are 95 producers in Antigonish county and 3 in Guysborough county.

Donald and Mary Ellen MacDonald were recognized by county farmers and given a three week trip to Europe in the fall of 1987.

Commodities - Organizations - Programs:

Thirty-three coyotes have been trapped by Lands and Forests personnel in Antigonish county. This predator may destroy the sheep industry in Eastern Nova Scotia. Many producers are discouraged with the losses. Beef production remains the same. Several meetings have been held with producers on feeding, herd health and management.

Poultry, strawberry, blueberry and hog production remains stable. There are four major hog producers in the county.

Antigonish Federation of Agriculture continues to be the main

agricultural organization in the county. They sponsored a computer course, farm safety day, a mink and fox evening and a "Challenges '87" worker to do soil sampling. Bram VanderLinden and family received the farm of the year award.

Eastern Nova Scotia Holstein Club was active in promotion of the breed. Antigonish-Guysborough Soils and Crops Association have carried out a number of programs during the year. The Eastern Nova Scotia Exhibition once again conducted a successful show.

The Northumberland East Agricultural Association had 13 students under the Challenges '87 program and 17 under the provincial employment program.

CAPE BRETON - RICHMOND COUNTIES:

Overview

1987 was a memorable year. Highlights of the year were - opening of Mosher Limestone's quarry and plant at New Campbellton, a successful Cape Breton county Exhibition, three successful livestock sales including the Cape Breton Classic, plowing match at John Verschuren's farm, fall mini tour of soils and crops trials, silage corn trail and 10 short courses, active Cape Breton County Federation of Agriculture, five new silos erected under ALFI. A major disappointment was the loss of the office storage room.

Commodities - Organizations - Programs:

The dairy and poultry sectors remain the same. There was a net gain of 835 litres of fluid milk quota. Sheep numbers have decreased due to coyote killings.

A new abattoir was opened by George MacNeil, Bras d'Or, and a new feedlot was established at Blacketts' Lake. Beef cattle numbers remained static.

Vegetable acres increased in 1987. Weather conditions played havoc with berry crops. There was limited second cut hay and pastures. Of the 160 acres seeded to grain, only 105 acres were harvested.

Five community fairs were held in Cape Breton. Sixty-five head of cattle were pastured on the Mira Pasture Co-op. The Richmond County livestock Health Services Board confirmed farmers continued veterinary services.

Only one farmer took advantage of the Devco land leasing program.

INVERNESS-VICTORIA COUNTIES

Overview:

Agriculture in Inverness-Victoria counties enjoyed a relatively good year. Again the weatherman did not totally co-operate, consequently no second cut hay was made.

Highlights of the county have been: - an increase in number of students attending N.S.A.C., first provincial inspected abattoir at St. Joseph du Moine, Cape Breton fur producers organized, signed agreement with the second veterinary clinic to serve south Inverness and two new grain storage and milling facilities and three new silage systems purchased by farmers.

Commodities - Organizations - Programs:

The dairy sector remains strong with little change. Concerns are expressed over the quotas and free trade. Three dairy farms have adopted the European silage system.

Several farms finished beef and shipped them to Hub Packers, Moncton. Also beef is being shipped to the two local killing plants on Cape Breton Island. Beef numbers in Victoria have declined to 175 cows. This is a good land base for beef production in many parts of this county.

Sheep numbers have declined to an all-time low. The first coyote kills were experienced on Cape Mabou Community Pasture. The Cape Breton Fur Producers have sponsored several educational events and promoted the fur industry in the region.

Strawberry growers with irrigation enjoyed good crops and return. Vegetable production was almost non existant due to the dry summer.

The Inverness County Federation of Agriculture continues to be very active promoting agriculture in the county. The Federation worked jointly with the Mabou 4-H club to raise \$10,500. for agricultural development in third world countries. Margaree Hay Producers Co-op did not get off the ground due to the lack of forage in the county.

The Cape Mabou Community Pasture was filled to capacity with 600 head of cattle. With the coyotes killing sheep, the sheep were returned home.

SPECIAL PROJECTS

The Agricultural Representatives and Special Projects Officers Division of the N.S. Dept. of Agriculture & Marketing are responsible for a number of special projects. These are outlined in this section.

NOVA SCOTIA FARM AND HOME SAFETY COMMITTEE:

This committee has primary aim of promoting safety in all aspects of rural life. Members of the committee are drawn from Nova Scotia Federation of Agriculture, Women's Institute of Nova Scotia, Workers' Compensation Board, 4-H Clubs, N.S. Dept. of Agriculture and N.S. Safety Council.

During 1987 a number of programs were conducted. These include:

- co-operated with Dept. of Labour to deliver and publicize the Farm Health & Safety Checklist.
- production of a Farm Safety Workshop Planners' Guide.
- purchase of new videos for the A.V. library.
- a safety page in the Extension Newsletter. Articles in Farm Focus and two fact sheets for general distribution.
- production of a video on tractor safety that will be released in the spring of 1988.
- develop outline for a safety award program.
- develop a safety booth for use at exhibitions and conferences in 1988.
- co-operate with other Atlantic Safety Committees to staff a safety booth at the Farm Mechanization Show.
- keep an inventory of farm accidents in the province. In 1987, 38 accidents were reported, three were fatal and many were serious, requiring hospitalization.

WORLD FOOD DAY - 1987

Al Connor and Susan Horne represent the Department on this committee. World Food Day is October 16 and has been declared by the Food and Agriculture Organization of the United Nations.

"The Question of Food", an audio visual teaching unit was released in 1987. This has been distributed through the schools.

World Food Day kits were mailed to schools (550 kits), 4-H Clubs (200 kits), church groups and Women's Institutes.

Other projects included a mall display, flag raising at Kentville Research Station, programs on university campuses, a poster competition and student workshop.

EXHIBITIONS EVALUATION COMMITTEE

The committee evaluated the provinces fifteen exhibitions. The chairman prepared a slide show from the slides taken and made a presentation to the annual meeting of the Nova Scotia Exhibition Association.

Two other evaluations were conducted - an indepth day by day evaluation of the Halifax County Exhibition and an impact study of the South Shore Exhibition.

An Atlantic Exhibition Managers' meeting was held on November 7th in Truro, N.S. This was a first and will be hosted in 1988 by New Brunswick. Highlight of the meeting were: - information sharing and a trade show.

NOVA SCOTIA FARM AND COUNTY VACATION

1987 was a successful year. Sixty-four homes provided 203 beds for guests. There were 12,616 guest days recorded. Visitors stayed an average of 1.19 days at each stop. 94% of the guests stayed from May to October. The bulk of the trade being in July and August (56%).

46.9% of the guests came from United States and 48.5% were Canadian. 4.5% were from elsewhere.

COURSES AND RESOURCES

The video "Seven Months of Pasture" was used extensively by staff in 1987. Basic work was started on revising and reissuing the home study course "Basic Sheep Production".

A successful Young Farmers' Conference was held in Amherst. Despite the bad weather, it attracted over 60 young farmers. They had the opportunity to travel on to the Farm Mechanization Show.

Home gardening and landscaping short courses were conducted in Bridgewater, Sydney, and Richmond county.

EXTENSION NEWSLETTER:

In 1987, a new approach was taken with the Extension Newsletter and 4-H News. They were combined in one paper in newspaper form. This venture has resulted in printing and mailing savings. An editorial committee has developed four issues a year.

Annual Report

1987 FARM MANAGEMENT



INTRODUCTION

This report summarizes the activities of the Farm Management Division of the Extension Services Branch of the Nova Scotia Department of Agriculture and Marketing for the 1987 calendar year.

The main objective of the Farm Management Division is to assist Nova Scotia farmers, farm leaders, and Nova Scotia Department of Agriculture and Marketing staff in developing their business management knowledge and skills.

This broad objective was pursued in 1987 via a series of four more specific goals. These goals may be expressed as follows:

(1) To provide a high quality individual farm management counseling service to Nova Scotia farmers, where needed. This counseling service, utilizing the Farm Management Specialist's knowledge of business management and production agriculture, is not readily available from the private sector.

(2) To provide formal training activities (courses, meetings, conferences) in the area of farm business management, in order to enhance the skills of Nova Scotia farm managers.

(3) To provide a base of economic data relative to Nova Scotia farm businesses. This will include business summaries prepared in conjunction with individual farm analyses. This economic data is to be used by farmers, agri-business, government decision makers, extension workers, and others.

(4) To provide economic and farm management expertise to various organizations, committees, etc., as needed.

The activities of the Division will be reviewed by looking at each of these four goals. It is appropriate, however, before looking at these program activities, to introduce Farm Management's most valuable resource - it's human resource.

One personnel change took place in 1987. Miss. Darlene Acton resigned as Farm Management Technician (Kentville) in June, 1987. Pam Fraser was appointed as Miss. Acton's replacement on September 21, 1987. As of December 31, 1987, the staff of the Farm Management Division was as follows.

Gabriel Comeau	Supervisor	Truro Office
Peter Dekker	Farm Management Specialist	Kentville Office Western Nova Scotia
Jim Houghton	Farm Management Specialist	Truro Office Central Nova Scotia
Alan Grant	Farm Management Specialist	Truro Office Eastern Nova Scotia
Debbie Freeman	Farm Management Technician	Truro Office
Pam Fraser	Farm Management Technician	Kentville Office
Tracey Mitchell	Secretary	Truro Office

These individuals were responsible for the activities which are summarized in the next sessions.

FARMER COUNSELING

In 1987, as in previous years, individual counseling of farm clients remained a very high priority activity with the Farm Management Division. Table 1 provides a statistical summary of this particular activity in 1987.

Table 1
Farm Management Counseling Activity - 1987

<u>Item</u>	<u>Farm & Office Calls</u>	<u>Budgets Prepared</u>
Record System & Analysis	251	2
Pre-Loan Counseling	169	102
Financial Management & Credit Analysis	127	59
Business Agreements & Tax Management	139	8
General Farm Management	173	17
Total	859	188

It should be noted that, of the 859 clients who had a direct contact with Farm Management staff, 219 were referred to the staff by other professionals - Agricultural Representatives, Farm Loan Board staff, banks, the accounting and legal profession, and others.

Due to the importance placed on individual counseling, and the resources allocated to this activity (professional time, travel, telephone, clerical support, etc.), each of the main activities will be highlighted.

(1) Record System and Analysis

The largest category of client calls (29%) dealt with record systems and records analysis. This is a recognition of the fact that a good record keeping system is the basis for sound management decisions. Record keeping in general has improved considerably on Nova Scotia farms during the last few years.

There is still some room for improvement in these areas. Efforts spent in this area will provide some long term benefits to that farm operation.

A good record keeping system is the first step. It is most beneficial, however, when the records are analyzed, and the analysis used as a basis for management decisions. This is another high priority area.

The majority of the record analysis is for dairy, swine, mink, fox, and beef farms whose records are analyzed as part of a formal project. In some cases, it would involve a farm or office visit to assist the farmer in interpreting the analysis. Many of the participants in these studies, however, are comfortable with this analysis, and a farm call may not be needed.

(2) Pre-Loan Counseling

The Farm Management staff continues to be involved with a large number of clients requiring pre-loan counseling. More than half of the cases involve the preparation of a budget. This is usually a cashflow projection.

Many of these clients are referred to Farm Management Staff by the field staff of the Nova Scotia Farm Loan Board.

(3) Financial Management and Credit Analysis

The area of financial management and credit analysis is another high priority with the Farm Management staff.

Efforts expended in this area are considered to have long term benefits. It's an area that involves a large part of the Division's course work, but there is also a need for one on one contact in this area, especially where a problem exists at the present time.

(4) Business Agreements and Tax Management

Although the sole proprietorship is still the most popular form of business structure utilized by Nova Scotia farmers, the number of farm partnerships and family-owned corporations is steadily increasing. As the size and complexity of our farm organizations continue to grow, this trend is expected to continue.

The Farm Management staff have developed quite a bit of expertise in the area of business agreements as they apply to farm businesses. The role of the staff is primarily to advise farmers regarding the advisability of changing from one form of business agreement to another.

Where a change is taking place, members of the accounting and legal professions will normally be involved. The Farm Management Specialist will usually be involved at the beginning, where his knowledge of production agriculture, marketing, etc. make the specialist a valuable source of information. This is another case where a good working relationship between the Farm Management Specialist, the lawyer, and the accountant will benefit all the professionals and the farmer client.

Income tax can be viewed as another farm expense. Unlike most other expenses, however, the amount of income tax payable is determined by an increasingly complex set of regulations. The Farm Management Division has developed some expertise in this area. Knowledge of tax laws is essential, for example, when evaluating two or more investment alternatives. Changes to the tax laws in 1987 resulted in some training activities, for farmers and staff.

The Division activities in this area are not in competition with, but complimentary, to the activities of those involved in the accounting profession.

(5) General Farm Management

Twenty percent of client calls did not fall into any of the above categories; they have been classed as "general farm management". Many of these calls do not involve a referral, but are more likely to involve a client with whom the Farm Management Specialist has developed a good working relationship, over a period of time. The farmer may utilize the specialist to discuss production plans, etc. with a knowledgeable but unbiased advisor. This is most satisfying to the Farm Management staff.

FORMAL TRAINING

In the previous section, the extent and the nature of individual contacts between Farm Management staff and farm clients have been discussed. A second major activity of the Division is in the area of formal training. This refers to group training activities, where information is relayed from the Farm Management staff to a group of clients, primarily farmers. Some of these courses, a small proportion, are directed at fellow staff members, in order to enable them to better serve the farm clientele. Table 2 provides some statistical information on formal training activities for 1987.

Table 2
Formal Training Activities - 1987

Item	# Courses Given
Record System & Analysis	30
Business Agreements & Tax Management	6
Financial Management & Credit Analysis	25
General Farm Management	52
Total	113

A "course" is defined as one separate meeting where instruction is provided. It may be part of another (non farm management) course, a component in a multiple-session farm management course, or a separate, one session meeting. A total of 2,163 people attended the 113 training sessions offered by Farm Management staff in 1987.

The purpose of this segment of the total program is to improve the farm management skills of Nova Scotia farmers. Its benefits will be felt over the long term, in helping clients avoid mistakes which might be made if they did not have this training.

The actual delivery of these courses is only one part of the effort. The preparation phase utilizes a lot of resources - staff time (including technical and clerical), printing materials, etc. The benefits of this training activity are difficult to quantify. Many of today's leading farmers, however, did benefit from similar training fifteen to twenty years ago.

The number of training sessions offered in 1987, 113, represented a 33% increase over similar activities in 1986. A large part of this increase is attributable to a series of farm computing workshops offered early in the year. Workshops were held in Port Hastings, Middle Musquodoboit, Windsor, and Truro. This represented a new sphere of activity for the Farm Management Division, and was in response to a rapidly growing training need. The workshops were partially funded under the Human Resource Development Program of the Canada Nova Scotia Agrifood Development Agreement.

MANAGEMENT INFORMATION PROGRAMS

It was mentioned earlier that the making of sound management decisions requires the availability of good information. Over the years, one of the important activities of the Farm Management

Division has been to collect, analyze, publish, and distribute economic data. Primarily, the type of information that is collected deals with costs and returns for various agricultural production activities.

In 1987, a variety of projects of this type were continued. The continuity of these various projects is very important, because it allows the plotting of trends, changes, etc. in the various agricultural sectors. All of these projects resulted in the preparation of a publication. A listing and brief description of these publications will provide the reader with a better understanding of the scope of these management information programs.

(1) Nova Scotia Dairy Farm Business Summary

One hundred and thirty-seven (137) Nova Scotia dairy producers provided their business information for inclusion in this summary. In return for the use of their information, we supplied each producer with a business analysis of his individual operation.

This publication has proven to be a leading source of management information on the Nova Scotia Dairy Industry. In 1987, some 700 copies of this publication were produced and distributed.

(2) Dairy Farm Business Summary - 5 Year Summary

The main purpose of this publication is to show trends that are taking place in the dairy industry over time. In particular, such factors as herd size, returns from milk, cost components and production coefficients are noted.

(3) Borrowed Capital Limits - Dairy

This publication attempts to set out a framework that can be used to estimate the amount of borrowed capital which can be repaid at various production and price levels, on a per cow basis. The Dairy Farm Business Summary provides the basic data for this publication.

As might be expected, as production increases, a greater number of dollars can be borrowed and repaid. This publication has proven to be an excellent guide in counseling work with farmers and, in addition, has been used extensively by Farm Loan Board personnel.

(4) Nova Scotia Swine Farm Business Summary - Farrow to Finish

In 1987, twenty-one (21) farrow to finish swine operators provided their business information for inclusion in

this summary. In return for the use of their information, each producer was supplied with a business analysis of his individual operation.

The publication has proven to be quite useful for this industry. Some 250 copies were produced and distributed to various interested parties, including swine producers.

(5) Nova Scotia Swine Farm Business Summary - Sow Weanling

In 1987, with the assistance and support of the Pork Producers, a summary based on costs incurred by those farmers who produced weanlings was prepared. The summary was the result of the average of six (6) weanling producers in the Province. Each co-operating farmer received an in-depth analysis of his own individual business.

(6) Nova Scotia Swine Farm Business Summary - Finishing

In 1987, with the assistance of Pork Producers, a farm business summary for hog finishing units was prepared. A total of nine (9) producers co-operated by sharing their financial and physical information. In addition to the business summary, each of the co-operating producers received an individual business analysis of his finishing operation.

(7) Fall Feeder Sale Statistics

This publication is an update of a similar one that has been prepared for the past number of years. Essentially, the publication attempts to outline the prices received, the number of cattle and the quality of cattle offered for sale at the Feeder Cattle Sale held in Truro. In addition to 1987 information, data from previous sales is included for comparison purposes.

(8) Farm Management Manual

During 1987 various fact sheets were prepared for our Farm Management Manual. In total, 21 different fact sheets were prepared on various commodity and business management related topics. The manuals are used by Agricultural Representatives, and Farm Management staff. Farm Management personnel from outside Nova Scotia have requested a number of copies of this material.

The fact sheets included some cost of production information for mink and fox farms. Data for these was obtained in the course of providing a record analysis service for producers of these two commodities. Records from eighteen (18) mink farms and twelve (12) fox ranches were analyzed.

OTHER ACTIVITIES

In addition to the main activities mentioned earlier, which are the cornerstones of the Farm Management program, several other activities are also important. These are discussed briefly.

(1) Farm Record Systems

The importance of farm record systems cannot be overemphasized. Promoting the adoption of good record keeping systems is always important. The Farm Management Division, in addition to giving short courses on this topic, acts as a distribution center for three (3) different manual record books - The Farm Account Book, a single entry system for small or part-time farmers; the Ontario Farm Record Book; and the Manitoba Farm Account Book. In 1987, approximately 400 copies of these farm account books were distributed, either directly to farmers or indirectly through County Agricultural Offices.

The Farm Management Division is also heavily involved with CanFarm - a computerized farm accounting system.

The Farm Management Division is the main Contact Agency for CanFarm in Nova Scotia. This role involves working closely with the farm clients to ensure that the data is entered properly and the reports are clearly understood. These activities dovetail quite nicely with the other activities of the Farm Management Division.

The long-term goal of the Division, however, is to transfer these clients to private sector Contact Agencies. The latter will be in a better position to provide a full service to the clientele, including preparation of the farm income tax return. Three (3) accounting firms in Nova Scotia presently have Contact Agency status.

In 1987, 112 farms were using the CanFarm system, with the Nova Scotia Department of Agriculture and Marketing as Contact Agent. This is a decrease from 126 farms in 1986, as clients are transferred to other agencies, or adopt alternative accounting systems.

One of the reasons for the popularity of the CanFarm system over the years has been the CanFarm Recorder Technician Service. This service, the result of an assistance policy of government, provides for a sharing of the cost of a Recorder Technician. The technician visits the farm and records the financial and production data in a standard, prescribed manner and mails the information to the computer center for processing. The result of this service is up-to-date information for the farmer and an excellent source of cost study information for Farm

Management staff. The Recorder Technician Service has been successful over the years, as evidenced by the rate of utilization of farm clients.

At the end of 1987, nine (9) technicians were providing service to ninety-two (92) farms.

(2) Committees

Because Farm Management Staff have a fair bit of expertise in the business aspects of agricultural production, they are often called upon to serve on a variety of committees. The committee approach is an excellent way to accomplish certain tasks, but it does take up some time. Committee work, however, is an excellent opportunity for staff to broaden their horizons and to cooperate with other staff members. In 1987, Farm Management staff served on the following committees:

Advisory Committee on Extension, Education, and Economics (ACEEE)

Farm Management Sub-Committee, ACEEE

Tree Fruit Production Policy Committee

Extension Newsletter Committee

Expert Committee on Farm Management

In addition to the above, Farm Management staff also served on several ad hoc committees and task groups. Some of these include:

Beef Over-Wintering Project Steering Committee

Hay Producers' Association Organizational Support Steering Committee

Vegetable Cost of Production Study Steering Committee

Crops 90 Expo Steering Committee

Swine Test Station Privatization Committee

ALFI Farm Planning Services Program Implementation Committee

Joint Committee of Milk and Cream Producers

Farm Management Challenges '87

- Steering Committee
- Program Committee
- Accommodations Committee
- Finance and Publicity Committee

(3) Farm Management Challenges '87

Farm Management Challenges '87, a high level Farm Management Conference, was held in Halifax on February 15-17, 1987. It was a joint undertaking of the Nova Scotia Department of Agriculture and Marketing, the Nova Scotia Federation of Agriculture, and Agriculture Canada.

As noted above in the listing of committees, the Farm Management Division was actively involved. A total of 208 people participated in the conference.

(4) Beef Over-Wintering Study

In late 1984, the Farm Management Division became involved in a project to evaluate various beef over-wintering systems presently being used on Nova Scotia farms. The project was a joint undertaking of Agriculture Canada, the Nova Scotia Cattlemen's Association, and the Farm Management Division. A Steering Committee, with representatives from these three (3) organizations, directed the project.

Data was collected for three (3) successive winter feeding seasons. In 1987, data for the third season was collected, and data analysis for the entire project was completed.

In addition to sitting on the committee, Farm Management provided supervision and office services for one part-time employee hired under the project.

(5) Computer Activities

The successful computer workshops were discussed earlier. Farm Management continued to receive numerous requests for information relative to farm microcomputers. Another activity intended to address this void is a microcomputing newsletter, Ramblings, distributed quarterly to more than a hundred Nova Scotia farms, and distributed as well to the other Atlantic provinces.

During the year, the Farm Management Division acquired two new microcomputers. This acquisition will allow the Division to provide a better extension service in this area, and it will also provide some efficiencies in the internal operation of the

Division. As the Extension Branch acquires more computer technology, the Farm Management Division is also asked to provide expertise and training to other staff members.

(6) Staff Training Activities

In order to provide high quality service, there is a constant need for staff to remain updated. Some time and money was spent in meeting this need in 1987. Staff members participated in the following training activities in 1987. Numbers in brackets indicate the number of Farm Management staff, if more than one.

ACEEE Workshop (3)

Dealing With Clients Under Stress Course (NSAC)

Farm Management Challenges '87 (5)

Introduction To DOS (2)

Farm Business Arrangements (5)

GOALS FOR 1988

Plans for 1988 will involve a continuation of some existing programs, along with the development of some new initiatives.

More specifically, the following goals will be pursued in 1988:

(1) Farm Counseling

This activity will maintain its high priority in 1988. It is expected that this individual service will be provided to 1,000 clients.

(2) Formal Training

This activity will also be continued, but likely at a reduced rate as financial management training activities are reviewed. An increased proportion of training activities will be directed at staff. It is planned to offer 50 sessions, for a total clientele of 800 people.

(3) Economic Data

No new commodities will be added to this service in 1988. The computer programs which analyze the data will be "fine-tuned". A total of 200 farm records will be analyzed, including dairy, swine, and fur farms.

(4) Other Activities

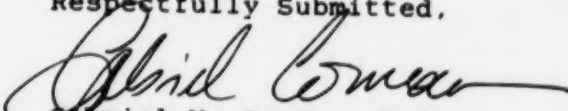
A Farm Lender's Conference will be offered in Western Nova Scotia. Staff will obtain more expertise in computerized farm planning software. The feasibility of establishing a computerized Bulletin Board Service will be studied. A review of Financial Management Training Activities will be undertaken, with a view to development a new program in this area.

CONCLUSION

In this report, the activities of the Farm Management Division for 1987 have been reviewed. Plans for 1988 have been discussed briefly.

The author would like to thank all the Farm Management staff for their effort and co-operation in 1987. Thanks are also extended to Rollie Hayman, Director of Extension Services, for his strong support of the Farm Management Program.

Respectfully Submitted,



Gabriel V. Comeau, P.Ag.
Supervisor, Farm Management

GVC/tdm
11/02/88

Annual Report

1987

HOME ECONOMICS
DIVISION



FOREWORD

The Annual Report of the Home Economics Division consists of Six (VI) sections.

Sections I-VI contain statistical tables which include: (I) Performance Indicators, (II) Food and Education and Promotion, (III) Women's Institutes, (IV) 4-H, (V) Other activities, and (VI) Summary.

This report is designed to provide the reader with a view of the Home Economics Division programs and at the same time, develop an appreciation of the nature and scope of the Division's activities.

The staff who coordinate the Home Economics Extension Program are:

Ellen O'Reilly *	Regional Home Economist	Antigonish Office Antigonish, Pictou, Guysborough
Gail Keddy *	Regional Home Economist	Truro Office Cumberland, Colchester, Halifax, East-Hants
Cheryl Butts	Regional Home Economist	Mabou Office Victoria, Inverness
Jane Lewis	Regional Home Economist	Sydney Office Cape Breton, Richmond
Valorie MacKinnon	Regional Home Economist	Bridgewater Office Lunenburg, Queens, Shelburne, Yarmouth
Marjorie Knowles	Regional Home Economist	Kentville Office Hants, Kings, Annapolis, Digby
Susan Horne	Supervisor, Home Economics	Truro Office

*During the year, Kim Buchanan-Scott was in an acting position while Gail Keddy was off on maternity leave; Leila Hiltz filled in for Ellen O'Reilly who was on study leave.

In January 1988, Ellen O'Reilly was transferred from the Bridgewater office to Antigonish; Valorie MacKinnon is the newest addition to the staff, working in the Bridgewater office.

OBJECTIVES

1. Identify needs, plan, implement and evaluate extension education programs aimed at consumers, children and professionals as multipliers to:

(a) cultivate an awareness, understanding and positive attitude towards the N.S. agricultural industry (foods produced, production costs, impact of industry, etc.) to maximize the utilization of N.S. food commodities.

(b) develop an understanding of the basic management skills necessary to maximize value for every food dollar spent (nutritionally and economically).

2. To develop leadership, personal management and related skills with Women's Institutes, 4-H, and farm families for the betterment of themselves and their living environment.

(a) facilitating group and personal development in W.I. and agricultural organizations through needs identification, leadership training, volunteer recognition (commitment of time, money).

(b) providing specialist and technical information and management and organization skills to the farm community and professionals.

(c) by increasing professional visibility and further development a rapport and positive attitude with members of the agricultural community to more clearly define our role in the field of agriculture.

The broad divisional objectives provide the working framework for the Home Economics Division. In turn, each of the Home Economists establishes annual regional work plans that spell out their objectives at the program level.

The first Division objective is more commonly referred to as "Food Education". A variety of methods are used to achieve that objective. The specific details are provided under the statistical tables. It will show the range of programs and activities that are carried out, as well as the variety of clients served.

The second objective refers to the organizations and individuals that we serve, such as farm families, 4-H and Women's Institutes. Again, the statistical table will show the different ways these clients are served to meet the objectives.

SECTION I

PERFORMANCE INDICATORS

Jan. 1 - Dec. 31, 1987

INDICATOR	W.I.	4-H	FARM	PROFES- SIONAL	OTHER	YEARLY TOTAL	PREVIOUS YEAR
# of calls on clients	53	142	32	69	50	346	233
# of office calls	60	228	69	125	268	750	708
# of meetings, short courses, programs, displays, etc. attended	151	375	85	145	151	907	1095
Attendance at meetings, short courses & programs	5149	42874	5865	2767	23246	79,901	75804

2928 (365) Information Requests
(phone & mail)

809 (784) Radio & T.V. Broadcasts

95.5 (93.8) % Requests handled
within 5 days

1129 (952) Newspaper Articles or
Releases

8624 (6525) Letters Written

67,825 (68076) Publications & Circulars
Distributed

NOTE: Brackets are for last year's figures.

ANALYSIS

The performance indicators provide a standard measure within the Extension Branch. When comparisons are made between the Home Ec. program provided and the rest of the Extension Branch, one can very quickly see a big difference in the method that the Home Ec. program is delivered.

The Home Economics Division is unable to do a great deal of one-to-one counselling, visits, etc. just because of the numbers and the diverse clientele they have to serve. In 1987, however, there is a 58% increase in the number of calls on clients over the year. This can be attributed to two new temporary staff who used this method to get out and meet their clients for the first time. Along with that, last year the weather caused a lot of program cancellations that could not be rescheduled. In order to meet with the clients, individual calls replaced the courses. It is interesting to note that whenever client calls go up, office calls usually go down; however, this was not the case this year, since office calls are up as well. The increase seems to be standard all across the board with all clients, not just one client group in particular. The Home Economists do rely on the mass media, courses, and professionals as some of the main delivery methods.

Over the year, the number of courses taught, attended, etc. actually decreased by 10% ; however, the actual number attending increased by 5%. This clearly indicates fewer but larger programs are being planned. The increase is reflected under the "other" group of clients and there is a decrease in the farm and professional group, and slight increases in 4-H and W.I. This mainly

can be attributed to the series of mail shows the Division was involved in, promoting N.S. foods in season. The client group is very general, hence the "other".

It is interesting to note who our clients are. The Women's Institutes, although a small percentage 6.4% (6.2%)* of our client group, it is through this organization that we get a lot of valuable programming done through The Division and W.I. work very well together and have marketed a lot of successful programs jointly. 4-H continues to account for a high percentage of the clientele 53.6% (54%)*.

In 1986 there was a marked decrease in farm clients served by 50%, replaced by "other" clients. Some years there is direct work with the farm community and other years, the Division works with consumers in general to promote the farm products.

The number of information requests has continued to decrease over the years. One would hope this is an indication that the releases being done are so timely that people do not have to call as often.

Correspondence continues to increase as it is another means to keep in touch with the clients.

Radio, T.V. and newspaper columns have increased and this increase can be considered quite a feat in this day and age when there is so much competition for this free space and air time that the Division has.

The number of publications given out is decreasing for a third year in a row. This trend will continue and even more dramatically in 1988 because Agriculture Canada is no longer providing the materials for distribution. Along with that, as commodity boards grow and expand, they are able to provide this service.

The Home Economics Division makes up approximately 8% of the total Extension staff which includes professional, technical and support staff. When looking at the Branch's indicators, we can see that the Division is certainly making a contribution to the overall program. The Division has held or attended 27% of the courses, had 38.8% of the total attendance, sent out 19.5% of the correspondence, and 57.2% of the publications. On the other hand, the Division only made 2.7% of the client calls and received 4.8% of the office calls.

* 1986 figures

WORKSHOPS and/or SHORT COURSES

	Number of	Group if Applicable
Quick Easy Ways with N.S. Vegetables	2	Consumers
Microwave Course - general	11	General public, church groups
Microwave Course - Instructors	4	Potential Instructors
Microwave Instructors Update	1	
Agriculture in the Classroom	1	NSHEA, NSTU
More for Less - Food Basics	5	Women's Centre

Special Projects (What, For Whom)	Amount of Time	Purpose
Families Feeding Families	3 weeks	Education, awareness
Nutrition Month	1 wk	Education
Food Products & Nutrition In-service	4 days	Education, awareness
Nutrition Month Kits	7.5 days	Education, awareness
Meat Month Trivia	40 spots	Education, awareness
Loosen Up T.V. Series	20 days	New approach to teen education
Product Promotion - Egg, Blueberries	4.5 days	Promotion
Pubnico Show preparation	5 hours	Promotion
Nutrition Month Contest	2 days	Awareness
Putting on the Glitz	5 days	Promotion, Education
Garden Guide	2 days	Education

Research & Program Development

Recipe testing & brochure development	30 days	
Goat, Zucchini, Pumpkin, Scottish, mall show publication.		Promotion, awareness
Cable T.V. programs	2 hrs.-2 d/month	
Media releases	1-4 hrs/wk	Promotion, awareness
Farm Women's Conference	5 hrs.	Education
Agriculture in the Classroom	14 hrs.	Awareness
FarmMarket Program	2 hrs.	Promotion

Other

World Food Day - Exhibit & Releases	10 days	Awareness
World Food Day - Committees & Sub-Comm.	10 days	Awareness
Welcome Wagon Info. kits	2 days	Awareness
Microwave Instructors Survey	1/2 day	Established need for another course
Media Survey	1/2 day	Evaluation
Food Contests	5 hrs.	Judge
Food Products & Nutrition	2 days	Education

SECTION II - FOOD EDUCATION

DEMONSTRATIONS & PRESENTATIONS

	Number of	Group if Applicable
1. Food Buying, Budgeting	6	Professionals, retirees, consumers, John Howard Soc., Vocational
2. Food Preparation Basics. Microwave, woks, nutritious lunches, quantity cooking, barbecuing.	18	WINS, consumer groups, school classes parent groups, caterers, John Howard Soc., church.
3. Food Preservation	2	Consumers, Farm Women
4. N. S. Food Product Education Eggs, Turkey, Milk, Fruit, Meet the Challenge, Red Meat and fat.	17	Church groups, W.I., school classes, consumers, Beavers, seniors, Well Women's.
5. Others Snacks in microwave, milk-calcium, Christmas Ideas, seniors, foods & diet.	8	Farm Women's, W.I., Salvation Army, Seniors

EXHIBITS, DISPLAYS, SHOWS

Theme	Duration	Sponsor
Gathering N.S. Best - Mall Display	8 days	Commodities, Home Ec. Div.
Nutrition & Meat Month	1 "	Home Ec.
N.S. Asparagus	1 "	Home Ec.
Women in Health	1 "	Home Ec.
N.S. Agriculture Products Display	3 "	Home Ec.
Putting on the Glitz Show	3 hours	Commodities, Home Ec.
N.S. Strawberries	3 days	Home Ec., C.B. Strawberry Growers
Scottish Heritage Recipes & N.S.	1/2 day	Home Ec.
Food Fair	1 day	Home Ec.
Microwave N.S. at Cumberland Ex.	1 "	Home Ec.
N.S. Carrots	1 "	Home Ec/W.I.N.S.
Liverpool Farmers Market	1 "	Home Ec.
N.S. Cole Crops	3 hours	Home Ec/W.I.N.S.
N.S. Flavors Food Show	3 1/2 hours	Home Ec/Publico Lions

Analysis

Food Education has continued to be one of the key objectives of the Home Economics Division's programming in 1987. It is an ongoing challenge to try to teach people the importance of buying N.S. and at the same time, demonstrating the value they are getting for their food dollars.

It is important in this day and age to be creative in ways to get this message across. One is through the Food Products and Nutrition Teacher In-services which began in 1986. These in-services encourage teachers to use the food product newsletters in their classes. The multiplying possibilities are great when we convince a teacher of the importance of using N.S. foods in the classroom.

The demand for microwave education seemed like it was never ending. We now have approximately 60 trained instructors in microwaving N.S. foods. They look after coordinating courses all over the province and using the training manuals we have developed.

In Cape Breton, an innovative approach to Food Education was through television and aimed at teenagers. Although the show is yet to be aired, it promises to be an exciting vehicle for us to get the message out there.

Over the years, there has been a change in the focus of the program as you can see by the objectives. Included in it is the emphasis on the importance of buying N.S. and the impact that it will have on all of us.

During Meat/Nutrition Month, many radio stations picked up on the Agricultural Trivia game that was developed. It's amazing the enthusiasm the program generated and the value of the radio time that was provided to us. Prizes were arranged through local food merchants.

Families Feeding Families was a cooperative Food Awareness Program in cooperation with W.I. The program met with varied responses all over N.S.; however, for the most part, the ones that were held were very good. The purpose was to acquaint the public with the issues and concerns related to farming.

The 1987 theme of World Food Day was "Small Scale Food Producers". There is a place and an importance in understanding the global food situation and World Food Day opens the door for that education. Special kits were distributed to W.I.N.S. and 4-H so they could develop programs on the theme.

The use of the media continues to be an important educational avenue. Scripts are being prepared and sent out all across the province now rather than each region doing their own. At this time, when hours are so precious, this looks to be a very effective method. It will be evaluated as time goes on as to the effectiveness. As the Division does not have program development staff, it is important for us to keep changing our methods such as this so that we can continue to be timely and meet the challenges.

The Food Extravaganza Show changed its name to be "Putting on the Glitz". It is basically the same show. This year the Fruit Growers, Beef, Milk, N.S. Pork, Blueberries, Turkey and Department of Fisheries participated in the program. The Pubnico Food Show was held again with an overwhelming attendance again.

Comparing 1986 and 1987 reports, one can see that there are changes, some new, while other programs were deleted. This reflects the constant shift to keep abreast of the needs of the changing clientele and a continual challenge to face us.

SECTION III

WOMEN'S INSTITUTES OF NOVA SCOTIA

of Branches in Province 119 (120)
 # of Members in Province 1871 (1874)
 # of New Branches 1 (2)

I. REGIONAL	# of	Attendance	II. PROVINCIAL	# of	Attendance
Home Calls	53	--	Prov. or Area Conv.	1	150
Office visits	60	--	Board meetings	3	45
W.I. Branch Meetings & programs	25	422	Committees	1	5
Workshops	7	672	Farm Women's comm.	4	22
Program Planning meetings	34	186	Other	3	8
Committees	16	97	Leadership Seminar	1	125
Spring Executive	18	595	Families Feeding Families	4	200
Rallies	13	644	Putting on the Glitz	1	275
Special Events	8	907	Farm Women's Conf.	1	100
Other					

III. SPECIAL PROGRAMS:

Families Feeding Families
 Putting on the Glitz
 Nutrition Month Competition
 75th Anniversary Celebration Planning
 Doll Making Workshop
 Mabou Anniversary Dinner
 Fall Feminar
 W.I.N.S. Awareness Work
 Leadership Program
 Doll Making

Over the year, there has been a general increase in the work with Women's Institutes. There were more planning meetings, home and office calls, and special events. This is because of special projects such as the Families Feeding Families programs, Putting on the Glitz show, Fall Feminar, etc.

Overall, it appears there has been a decrease in attendance at district meetings, which is something the officers may want to take a look at.

The W.I. membership has stayed relatively stable in 1986. This is wonderful to see in light of the current trends in organizations and what W.I. felt before this year. Special efforts such as participation in promotional exhibits, W.I. Week, and the special anniversary celebrations will, hopefully, not only allow the organization to maintain but to grow.

Sometimes the W.I. numbers are not a true reflection of all the work done with them and vice versa. Many of our W.I. members are farmers or 4-H leaders so the work may show up in those aspects of the indicator tables.

As pointed out other times, the Women's Institutes are a very valuable community contact. They provide the credibility to get a program launched. At the same time though, we are able to provide the actual program so it is a benefit to both of us.

A number of cooperative programs - Families Feeding Families, Putting on the Glitz, Fall Feminar, Farm Women's Conferences and Farm Women's Days - were held.

1988 marks the 75th Anniversary of the Women's Institutes of Nova Scotia. A number of very special programs are being planned to commemorate 75 years.

Farm Women's Conference

In November, the 8th Farm Women's Conference was held at Keddy's in Truro. The plans for this conference are implemented through a committee made up of W.I., farm women, a Federation representative, and the Home Economics Division.

Approximately 90 delegates registered for the conference. This year's theme was "Women as Managers". Four farm women panelists shared in their philosophies and farm situation to tell the delegates what the important elements were they saw in women as managers.

Carol Brennan was the luncheon speaker and talked about the importance of having our life together (in reference to the eight life circles) and working on all aspects of it. This would teach us to better cope with stressful situations, etc. that have a tendency to come up in the farming life.

The afternoon was devoted to the topic of Farm Management and in the evening, a number of light educational workshops were held such as interior decorating, flower arranging, styles and accessories.

In the morning, the women learned about feeding, safety, marketing, etc.

A highlight of the Conference was the walk-about lunch where the delegates were treated with N.S. finger foods. Along with that, the women could visit the various display booths, buy N.S. promotional items, etc. It proved to be a very interesting lunch.

Each year, one wonders if there should be another Farm Women's Conference. The evaluations, however, clearly indicate that they are still serving a very valuable purpose and should be continued.

SECTION IV

4-H YOUTH PROGRAM

# of Clubs in Province	134 (132)	# Homemaking Members	1746 (1575)
# of Members in Province	2924 (2742)	% Project Completion	82.5 (83.6)
# of Homemaking & 4-H Leaders	304 (Not av.)	# Leaders	902 (965)

LOCAL	# of	Attendance	Involvement
Client calls	142	--	Project specifics, advisor, club re-organization
Office calls	226	--	Answering requests
Judging practice, club mtgs., Council meetings, sub-committee meetings	118	2398	Advisor, resource person
Achievement Days	99	5089	
Judging sessions marking days	40	1942	
Workshops	10	2520	Resource person
Exhibitions	20	8160	Judge, coordinator Home Ec. aspect, supervising
Regional & County Rallies	21	2277	Judge, resource person, P.R.
Special Events	25	4545	P.R.
Other - Award interviews, staff meetings, exhibition meetings	43	446	Interviewer, resource person, P.R.

PROVINCIAL

4-H Weekend	1	500	Judge
Leadership Seminar			
Leaders Development			
4-H Show Comm. & sub.	9	54	
Provincial Council	4	96	
4-H Show	1	3000	Staff, coordinator, advisor
Royal Visit & meetings	4	500	Staff

RESEARCH & PROGRAM DEVELOPMENT

4-H Foods Manual - Meat & Alternates - Revision & editing	
Heritage/Cake Decorating - Newsletter	Seniors Merit Award Program - in development stage
Record Book Competition	Advisor to 4-H seniors
4-H Judging Guide	Mascot Competition - costume
Judging Class Preparations	Summer Assistant Orientation
4-H Promotion Presentations (2)	TKO Planning Meeting (1)
Regional Planning Sessions	Draft Study of new manuals
Dine A Nite - advisor	

The 4-H Rural Youth Program continues to be a high-energy, labor-intensive program. The Regional Home Economist acts as an advisor to the 4-H program. This includes the development of manuals and special leader training sessions to implement the manuals. The projects that are included under the homemaking heading are: Crafts, Foods, Sewing, Heritage, and Cake Decorating. Each year, the manuals are evaluated, updated and changes brought before Council for implementation.

Two manuals are currently in the research and draft stages - an advanced foods manual and one on life skills.

Through the Canadian 4-H Council, under the direction of the Nova Scotia Leaders' Council, Nova Scotia has been successful in obtaining monies from Imperial Oil for a Sewing Leaders Workshop. Initial planning has taken place and the conference will be held next November.

In reviewing the statistics, the homemaking members represent 37.9% of all those registered in projects and 37.6% of the total number completed. The completion rate in homemaking has dropped for a second year in a row, after a record all-time high in 1985. This year, however, the rate has dropped below the overall average so this problem will be addressed. Foods and Cake Decorating are the two projects showing poor completion rates compared to other homemaking projects. Looking at the figures, it shows that there were 171 more members enrolled in homemaking and 123 more completed over last year.

All in all, it's been a good year in 4-H. 4-H Show takes a considerable amount of time to plan; however, it is rewarding to see all the effort at the Show.

It is a pleasure to work with an organization that does so much to develop youth and the citizens of tomorrow.

SECTION V

OTHER ACTIVITIES

Farm & Related Programs	Number of	Involvement & Purpose
Community Fairs, Festivals	9	Organizer, judge, judge pre-baking
Exhibitions, Evaluation special study	10	Hired judges, advisor
Farm Women's Conference	1	Staff
County Farm Women's Day	6	Coordinator, advisor
Commodity Associations meetings	1	Observer
Young Farmers' Conf. & Committee	3	Co-chair, committee
Farm Family Questionnaire	1	Identifying program needs
Pork Art Competition	1	Judge
Farm Calls	4 days	Orientation
Exhibition Display	6 days	Promote services of Dept.
Agricultural Education Committee	1	Co-ord. short courses
Federation meetings	1	Observer
Dairy Farm Open House	1	Adviser
Farm Safety Programs	1	Committee member
Farm & Home Safety - Sub & Projects	8	Co-ordinator, staff
Atlantic Winter Fair Planning	3	Committee member
Extension Newsletter & Committee	6	Staff
Ag. Canada Agreement work & mtg.	1	Staff
Farm Family Survey	2	Identify needs

Professional Development	Number of	Involvement & Purpose
CHEA Conference	1	Represent Home Ec.
Home Ec. staff meetings	3	Staff
AIT sessions/NSIA	6	Participant
Leadership workshop	1	Participant
Regional & county staff meetings/ACEEE	12	Staff participant
Farm Management Conference	1	Participant
Master's Degree	2 staff	
Financial Accounting - intro.	1	Upgrade in that area
First aid course	1	Participant
W.R.A.P. planning	3	Staff
Radio Communications	1	Participant
AIC/CSE Conference	1	Participant

Professional Development (Cont'd)

Program Planning	1	Participant
Orientation Manual Revision	1	For new staff
Staff Evaluations, Visits	16	Staff
Keys to Effective Writing	1	Participant
Other	Number of	Involvement & Purpose
Volunteer Leaders Workshop	3	Instructor, Co-ordinator
Home Study Course & Promotion	350	Launching, Co-ordinator
Money Management Presentation	3	Instructor
Judges Clinic	1	Staff, instructor
Judging Standards		Editor of manual
Needlecraft Display	1	Guernsey Breeders
Seniors Craft Competition	1	Judge
Career Days	2	Advisor
Homemakers Service Convention	1	Judge
Home Economics History	1	Research & development
Radio sub-committee	1	Staff
Interdepartmental Committee on Status of Women	7	Represent Dept. of Agriculture
Staff Hiring (Provincial fill in, etc.) 4 days		

Package Program Requests

Regional Offices	25
Transparencies	10
Slide Libraries	75
Package Programs	116
Videos	21
Total	247

This section is a compilation of all the other aspects of the Division's work. An area that is being spelled out more specifically is the additional work that is done directly with the farm community. This is over and above the promotional and educational projects on their behalf.

Last year there were a number of Farm Women's Days held on a county basis. The Home Economist is the initiator with many of these and are organized through planning committees.

A co-operative Farm Management program is being developed and it is being launched at the time this report is being written.

A new program this year is the farm safety workshops to encourage farm families to be more safety conscious.

Part two of this section features the staff training and development aspect of the work. In order for staff to be enthused and trained in their work, sessions like these must be available to the staff. In most of these sessions, staff come back and shared their learnings with the rest of the staff. This proves to be a great way to train others.

The final section features many other aspects of the job that aren't reflected on the other pages.

The Home Study Course in Family Financial Management was offered for the second time with approximately 300 registrants. This seems to be a very appropriate way to get basics in financial management across to people.

The Judging Clinic has proved to be a very worthwhile venture although it is a tremendous amount of work and is a fair administration load. The program is designed to train judges in the homemaking area. Judges must attend a clinic every three years to stay on the qualified list that is distributed to exhibitions, etc. Beginners go through a judge-in-training (or apprenticeship) period in order to be a Level 1 and 2 judge.

Many of the other items here represent committees, functions, or activities that are part of the job.

In order to meet the demand for programs, we lend slides, packaged programs, and videos on a variety of home economics related topics. The demand would be higher if we had more programs and didn't have to allow for postal time; however, all in all, the system works quite well.

Nova Scotia



Department of
Agriculture and
Marketing

Extension Services Branch

4-H DIVISION



ANNUAL REPORT



**4-H AND RURAL YOUTH
ANNUAL REPORT
1987**

1987 will be remembered as an exciting year in 4-H featuring two (2) very special events. They were the hosting of His Royal Highness Prince Edward and the celebration of the 10th Anniversary of the Nova Scotia 4-H Show. These two events will be discussed at length within this report.

Statistical Summary:

4-H membership showed an increase of one hundred eighty two (182) members or 6.3 percent in 1987. There was a decline of adult volunteer leaders. The percent completion of projects moved upward by 1.3% to 83.2%. The 2,924 members, directed by 902 volunteer leaders, completed 3,511 projects in 1987. For a complete membership summary, see Table #1.

Nova Scotia 4-H Council:

The Nova Scotia 4-H Council provided volunteer direction for the 4-H program provincially. The executive is drawn from each of the six (6) 4-H regions across Nova Scotia. In 1987, leadership was provided by:

President:	Faye Moore, Cumberland County
1st Vice-President:	Hob MacLeod, Cape Breton County
2nd Vice-President:	Betty Thomson, Antigonish County
Past President:	Mary Magee, Kings County
Secretary:	Ruth McNeil, Cape Breton County
Treasurer:	Elizabeth Crouse, N.S.D.A.M., Truro

Directors:

Hants/Kings:	Bev Patterson, Hants County
Western Region:	John Sweeney, Yarmouth County
Central Region:	Marilyn Gazeley, Halifax County
Eastern Region:	Sisca Bekkers, Antigonish County
Cape Breton:	Jim Cooke, Victoria County
South Shore:	Cyril Hiltz, Lunenburg County
4-H Hostess:	Pauline MacIntosh, Antigonish County
4-H Host:	Scott Moore, Cumberland County
Rural Beautification Committee:	Marilyn Gazeley
Atlantic 4-H Committee:	Faye Moore

The council meets six times during the year. At the annual meeting in November, the council dealt with sixty (60) resolutions and recommendations. The group took a very progressive step forward at the meeting in deciding that only resolutions dealing with policy and projects will come before the annual meeting. The executive has been given the power to deal with and sort resolutions prior to the meeting.

The council continued its membership in the Canadian 4-H Council. Mary Magee represented the Nova Scotia 4-H Council at all regular meetings and was appointed to the Program Committee.

Nova Scotia 4-H Weekend:

The 1987 Nova Scotia 4-H Weekend was held May 8th-10th, at the Nova Scotia Agricultural College in Truro. Over three hundred (300) 4-H members stayed in the residence complex for the program. Provincial competitions in public speaking, demonstrations, square dancing, host and hostess, woodsman and posters are held during the weekend. The highlight continues to be the 4-H Night in Nova Scotia program, held at the Cobequid Educational Centre.

Friends of 4-H Certificates were presented to Jack Redden and Mary Magee. During the weekend the following were the winners of the competitions.

Senior Public Speaking, Donor: W.I.N.S.:

Monica MacKinnon, Lower South River 4-H Club, Antigonish

Intermediate Public Speaking:

Angela MacKenzie, Saltsprings 4-H Club, Pictou

Junior Public Speaking:

Melodie Daniels, Avon Project Club, Hants

Top Junior Introducer:

Peter MacDonald, 4 Leaf Clover 4-H Club, Antigonish

Top Junior Thanker:

Kathleen Bourque, River Bourgeois Club, Richmond

Junior Single and Overall Demonstration:

Mary Jane MacNeil, Northside 4-H Club, Cape Breton

Senior Single Demonstration:

Marlene Sweeney, Rockwood 4-H Club, Western Region

Senior Team Demonstration, Donor: Royal Bank of Canada:

Marla Fulton, Stewiacke Valley 4-H Club, Colchester, and
Heather Laidlaw, Stewiacke Valley 4-H Club, Colchester

Junior Team Demonstration:

Nancy MacKay, Winding River 4-H Club, Colchester, and
Karen MacKay, Winding River 4-H Club, Colchester

Junior 4-H Poster:

Melanie Sibley, Fran C 4-H Club, Halifax

Senior 4-H Poster:

Laura Lee Veinot, Waterloo 4-H Club, Lunenburg

Junior 4-H Decal:

Marina Burke, River Bourgeois 4-H Club, Richmond

Senior 4-H Decal:

Jennifer VanderKooi, Brookside Busy Beavers 4-H Club, Colchester

Top Woodsman Team, Donor: N.S. Forest Technicians Association:

Cumberland County

4-H Hostess:

Pauline MacIntosh, Antigonish

4-H Host:

Scott Moore, Cumberland

Top Junior Modern Square Dance Team:

Loch Clover 4-H Club, Antigonish

Top Senior Modern Square Dance Team (Prepared Dance):

S.B.I. 4-H Club, Pictou

Top Senior Modern Square Dance Team (Compulsory Calls):

Western Kings 4-H Club, Kings

Top Junior Old Time Dance Team:

Stewiacke Valley 4-H Club, Colchester

Top Senior Old Time Dance Team (Prepared Dance):

Stewiacke Valley 4-H Club, Colchester

Top Senior Old Time Dance Team (Compulsory Calls):

S.B.I. 4-H Club, Pictou

Also during Nova Scotia 4-H Weekend, the 4-H members and leaders who have been selected for National 4-H Awards are announced and are as follows:

National 4-H Conference, Washington, D.C.:

Mike Manning, Hants County

Danforth Award, Michigan:

Kriss Hiltz, Lunenburg County
Rhonda MacDougall, Antigonish County

Dairy Conference, Madison, Wisconsin:

Douglas MacKenzie, Halifax County
Lindsay Poehl, Kings County

National 4-H Members Conference, Toronto:

Darryl Smith, Antigonish County
Pauline MacIntosh, Antigonish County
Stephen Phenny, Annapolis County
Veronica MacIntyre, Cape Breton County
Mary Lynn McPhee, Victoria County
Mary Ann Oulton, Hants County
Rebecca Johnson, Kings County

Citizenship Seminar, Ottawa:

Michael Sutherland, Pictou County
Royden Hebb, Lunenburg County
Aaron Sweeney, Yarmouth County
Glen McNeill, Cape Breton County
Heather Ann Scotney, Kings County
Martin Higgins, Halifax County

Female Careers Conference, Halifax:

Natasha Stokvis, Annapolis County

Career Conference, Winnipeg:

John Dolliver, Kings County
Terry McKay, Colchester County

Interprovincial 4-H Exchange:

Alberta: Marlene Sweeney, Yarmouth County
Saskatchewan: Monica MacKinnon, Antigonish County
Ontario: Paul Veinot, Lunenburg County
New Brunswick: Laura MacKenzie, Annapolis County
Newfoundland: Nigel Bowers, Colchester-East Hants Counties

Nova Scotia 4-H Council Scholarship:

David Hovell, Kings County

Canadian National Exhibition Scholarship:

Dianna Hamilton, Hants County

Petro-Canada Citizenship Award:

Monica MacKinnon, Antigonish County

Leonard Best Memorial Award:

Pauline MacIntosh, Antigonish County
Scott Moore, Cumberland County

LEADERS AWARDS:

National 4-H Volunteer Leaders Conference, Toronto:

Bev Demille, Yarmouth County
Clarice Wile, Lunenburg County
Tina Landry, Antigonish County
Charlie Joyce, Colchester County
Jim Cooke, Victoria County

Prince Edward Island Leaders Conference:

Ida Lowe, Cumberland County

Newfoundland Leaders Conference:

Bonnie McKay, Colchester County

Western 4-H Leaders Conference:

Elaine Maxner, Hants County
Lois Brownell, Colchester County

Scotiabank Contact Hays Classic Chaperon:

Cyril Hiltz, Lunenburg County

Nova Scotia 4-H Show:

The Nova Scotia 4-H Show celebrated its 10th year in 1987 with a display of fireworks and a return to its birthplace. The show, hosted by Hants and Kings Counties was held at the Hants County Exhibition Grounds in Windsor, Nova Scotia. The 1987 Nova Scotia 4-H Show Committee consisted of:

Chairman:	Bev Patterson, Hants County
Secretary:	Kathy Hiltz, Lunenburg County
Members:	Allison Magee, Kings County
	Norma Graham, Annapolis County
	Marilyn Gazeley, Halifax County
	Jessie Williams, Colchester County
Staff Advisors:	Susan Horne, N.S.D.A.M., Truro
	Danny Gilfoy, N.S.D.A.M., Windsor
	Elizabeth Crouse, N.S.D.A.M., Truro

For the first time Pictou County won the top overall points flag. Another "first" was experienced when both the Grand Champion Livestock Showman and Judge was won by the same 4-H member - Kevin Lowe of Cumberland County. Selections were made at a special class for the Scotiabank Contact Hays Classic .

The 1988 Nova Scotia 4-H Show is set for September 30th, October 1st and 2nd, in North Sydney.

As part of the Nova Scotia 4-H Show, the Nova Scotia 4-H Market Steer and Lamb Show 'N' Sale is held. 1987 saw a terrific sale. The averages in both the steer and lamb divisions were up significantly, the steers \$0.44/pound and the lambs \$0.98/pound. Lambs averaged \$2.72 per pound and the steers averaged \$1.65 per pound.

The Champion Market Steer was shown by Chris Poole of Halifax County and the Champion Market Lamb was shown by Craig Thomson of Antigonish County.

The Market Steer and Lamb Show 'N' Sale Committee was very active. In a strong effort to sell only a high quality finished animal, they selected a culling committee that checked the animals before the show. No lambs were culled, however, 3 steers were asked not to participate in the show. The culling committee for steers consisted of Gerald Sarsfield, George Lacey and Anthony Van Oostrum. As a result of their efforts all the steers sold, graded A1 or A2. The Committee for 1987 was as follows:

Chairman: Gary Burley, Pictou County
Members: Buddy MacDougall, Antigonish County
Carolyn Crawford, Annapolis County
George Lacey, Truro
Tom Nunn, Truro
Jack Redden, Truro
Arthur Pick, Bridgewater
Allan Palmer, Hants County
Elizabeth Crouse, Truro

The Market Cockerel Sale brought significantly reduced prices from 1986. The average was down \$39.00 to \$51.00 per trio. Eleven (11) trios were sold. The Champion Trio was shown by Andrea Palmer of Hants County. The highest price was paid for Matthew Crouse's trio - it brought \$170.00.

4-H Staff:

1987 was a year of few 4-H staff changes, once the waves from 86 settled. 4-H staff were as follows:

Supervisor of 4-H: Elizabeth Crouse
Provincial 4-H Secretary: Elisabeth Robb

Regional Positions:

Cape Breton Island:	Bill MacLeod, Sydney
	Cheryl Butts, Mabou*
Eastern Region:	Don Butler, Pictou
Valley Region:	Danny Gilfoy, Windsor
Central Region:	Weldon Smith, Truro
South Shore Region:	Lynn Thurber, Bridgewater
	Elspeth McLean-Wile, Bridgewater**
Western Region:	Ruth Withrow, Lawrencetown
	Barb Headdy, Lawrencetown (4-H Secretary, part-time)

* Cheryl Butts changed duties in early spring. She now works as part-time Home Economist & part-time 4-H Representative.

** Elspeth McLean-Wile filled in, in the Bridgewater Office while Lynn was recovering from a serious ankle injury.

4-H staff work long hours to ensure the county programs are well run.

The contribution of the staff hours of the Home Economists can not be overlooked as well. They spend a lot of time and effort ensuring the homemaking aspects of the 4-H program are serviced professionally.

4-H Summer Staff:

Truro	-	Dianne Lowe
Nappan	-	Andrea Ferguson
Windsor	-	Sarah Bowers
Yarmouth	-	Cathy MacKenzie
Antigonish	-	Karen McInnes
Mabou	-	Dean Manning

It was interesting to note that four (4) of the six (6) 4-H summer assistants were experienced in the position.

Provincially we also had the benefit of half a pep worker position, shared with the Home Economics Division, in the person of Wendy Levo. Also, Judy Johnson was hired under the Employment Initiatives Program for the Disabled to work with 4-H and Home Economics for six (6) months.

Atlantic 4-H Committee:

Nova Scotia had three (3) representatives on the Atlantic 4-H Committee: Faye Moore (Nova Scotia 4-H Council), Weldon Smith and Elizabeth Crouse. The committee was very active during the year with two (2) major programs - the Atlantic 4-H Conference and the Atlantic 4-H Ambassadors Program. The committee also oversees the Maritime Winter Fair program, organizes the Interprovincial 4-H Exchange Send-Off and the Madison Dairy Trip. The Atlantic Ambassadors Conference was a new concept this year. The six (6) delegates from each province learned about promoting 4-H and were to return to their region to assist the 4-H Representative there. Nova Scotia's six (6) ambassadors were: Bernice Williams, Pictou; Basil Jessome, Cape Breton; Lynn Thomson, Kings County; Andrew Laidlaw, Colchester County; Angela Mailman, Lunenburg County and Kevin Surrence, Yarmouth County. The major funding for the Ambassadors Conference was received from C.N.

This year was the 25th Anniversary of the Interprovincial 4-H Exchange. The committee presented a plaque to the Royal Bank to celebrate this occasion. Peter and Carol McKay of Pictou County, a couple that were on the first Interprovincial 4-H Exchange were also invited to attend.

Camp Rankin:

Four Junior Camps and one Intermediate Camp were held in the 4-H camping season. Camp staff included: Director, Jon Davison; Craft Counsellor, Joanne Rushton; Water Safety Counsellor, Joanne Bailey; Canoeing Counsellor, Scott Moore; Recreation Counsellor, Lisa Landry; Drama & Art Counsellor, Robert Pineo; Nature Study Counsellor, Wanda Fewer; 4-H Counsellor, Mark Brownell; Camp Cook, Vi McRae and Cook's Assistant, Susan MacNeil. Ten Counsellors-In-Training also participated in the program.

Camp went very smooth, primarily due to the direction given by Jon Davison.

4-H Staff Training:

4-H staff had a number of excellent opportunities for staff training through conferences and chaperoning in 1987. Lynn was a chaperon at the Atlantic Ambassadors Conference and Ruth and Don chaperoned the Atlantic Members Conference. Weldon sat on the Atlantic 4-H Committee with responsibility for Maritime Winter Fair as well as completion of his term as Director for the National 4-H Members Conference in Toronto. Bill chaperoned the National 4-H Conference in Toronto and Danny chaperoned the group to the Agribition in Regina. Liz attended Canadian 4-H Council meetings including the Executive and P.R. Committees, as well as participating in a department sponsored First-Aid Course. Lynn also traveled to Montserrat with three (3) 4-H leaders - Gloria Joyce, Brian McLellan and Marlene MacMillan.

Projects:

Two (2) new projects were piloted in Nova Scotia in 1987. The National Marketing Project was presented with little success. Digby County initiated a Fox Project. It was picked up by Colchester County and a total of fourteen (14) members enrolled. The fall saw an expanded interest in this project.

The Poultry Project continues to be a high profile one. The assistance of the livestock branch is appreciated in organizing this project.

Crafts continues to be the largest project with 710 completed. The second largest is the calf project with a total of 557 completed.

Table #2 gives the breakdown of projects on a provincial scale.

The Visit of the Prince:

4-H was thrilled if not slightly overwhelmed at being selected to host His Royal Highness Prince Edward on June 27th, 1987. Three hundred and fifty 4-H leaders and members were present for the event. The counties had a relatively short period of time to prepare displays and presentations but did an excellent job. The Prince's friendly attitude and his skill at talking with each 4-H member combined with the television cameras and accompanying hype made it a day to remember in everyone's life. It was a real moral builder for 4-H in Nova Scotia.

Objectives:

In review, four out of five objectives set for 1987, were met. An increase of 100 members was strived for and 182 resulted. 4-H staff were involved in county extension team programs. 4-H News was published on a quarterly basis in conjunction with the new Extension News format. Eight more leader resource kits were prepared and printed. The objective relating to the Junior Leader Project was not fully met. A junior leader conference was held and was very successful. It did not however lead to a large increase in enrollment in the Junior Leader Project. Only fourteen (14) more members completed the Junior Leader Project in 1987 than in 1986.

Objectives for 1988:

The objectives for the 4-H Division for 1988 are:

1. Continued promotion of 4-H to increase overall membership. New clubs, new members and keeping existing members will be a priority. This will be accomplished by continued promotion. An increase of 100 members is the target.
2. Training in computers to result in all registration forms being on computer. Retrieving information from this file should result in a significant time saving from current practices. Knowledge and use of word processing should increase efficiency.
3. Preparation of 4 more leader resource kits to continue switch to this system is planned.
4. Organize and host one (1) Atlantic 4-H Conference, specifically the Atlantic 4-H Leaders Conference.
5. Increase visibility of 4-H donors. Initiate a system of recognition to ensure donors are getting a significant "thank you".
6. Encourage "Agricultural Awareness" in 4-H programs. Regional and provincial programs should each include a session on some aspect of Agricultural Awareness.

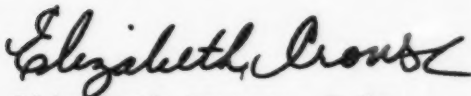
In Conclusion:

4-H continues to receive excellent support from other divisions within the Department. This ensures professional advice can be given on specific project areas. The 4-H Representatives are innovative and in conjunction with county councils plan very active programs in each county.

We enjoy an excellent working relationship with a strong provincial council which helps mold the program to suit the needs of its clientele.

I look forward to 1988, with optimism for continued growth and recognition for the 4-H program.

Respectfully submitted,

A handwritten signature in cursive script, reading "Elizabeth Crouse". The signature is written in dark ink and is positioned above the typed name and title.

Elizabeth Crouse, P.Ag.
Supervisor of 4-H

EC:br

	MEMBERSHIP		# OF CLUBS	LEADERS		AVERAGE TENURE	4-11 MEMBERS		AVERAGE CLUB SIZE	PROJECTS ENROLLED	COMPLETION NUMBER	COMPLETION PERCENT	
	BOYS	GIRLS		SENIOR	JUNIOR		AVR.	AUX.					
HANTS/KINGS	186	285	471	21	150	8	3.7	12.0	2.7	22	624	532	85.5
ANNAPOLIS/DIGBY/ YARMOUTH	152	296	448	25	168	16	2.2	12.6	1.4	17.1	633	535	84.0
SOUTH SHORE	89	132	221	13	71	6	2.7	12.0	1.6	15.6	354	325	91.8
CENTRAL REGION	210	335	545	30	180	31	4.8	12.6	3.4	18.1	1,067	898	84.2
EASTERN MAINLAND	320	471	791	26	236	21	3.7	12.8	2.6	30.4	1,322	1,105	83.6
CAPL. BRETON ISLAND	176	272	448	19	117	9	3.7	11.8	2.4	23.6	600	431	71.8
NOVA SCOTIA	1133	1791	2924	134	902	91	3.5	12.3	2.4	21.1	4,600	3,826	83.2
Avr.													
1986	1066	1676	2742	132	965	70		12.8	2.8	20.9	4,287	3,511	81.9
1985	1179	1800	2979	134	863	69		12.9	2.4	22	4,462	3,666	82.0
1984	1259	1889	3148	140	871	103		13.0	2.2	22	4,815	3,866	80.0
1983	1266	1874	3140	137	795	120			2.3	23		3,854	79.0

TABLE #1

Ave. #
Projects
Taken
Completed
1.3
1.5
1.2
1.5
1.2
1.3

TABLE #2
PROJECT INVENTORY 1987

PROJECT AREA	PROJECT	#'S REG.	COMPLETION	
			NUMBER	PERCENT
Homemaking	Crafts	848	710	83.7
	Sewing	274	236	86.1
	Foods	395	305	77.2
	Cake Decorating	180	143	79.4
	Heritage	49	46	93.9
	TOTAL	1,746	1,440	82.5
Livestock	Dairy Calf	325	293	90.2
	Dairy Yearling	27	25	92.6
	Beef Calf	239	220	92.1
	Beef Yearling	19	19	100.0
	Lt. Horse-English	121	108	89.3
	Lt. Horse-Western	142	123	86.6
	Draft Horse	30	28	93.3
	Horse-Other	27	22	81.5
	Poultry	100	91	91.0
	Dog Obedience	63	55	87.3
	Sheep	74	69	93.2
	Sheep Yearling	13	10	76.9
	Dairy Goat	44	42	95.5
	Dairy Goat Yearling	3	2	66.7
	Swine	7	5	71.4
	Rabbit	213	180	84.5
	Oxen	11	11	100.0
	Veterinary Science	30	29	96.7
	Market Steer	27	25	95.3
	Market Lamb	23	22	95.7
	Fox	14	12	75.6
	TOTAL	1,552	1,391	89.6
Horticulture	Garden	152	126	82.9
	Floriculture	65	56	86.2
	TOTAL	217	182	83.9
Other	Woodworking	397	302	76.1
	Outdoorsman	212	167	78.8
	Fisheries	32	13	40.6
	Photography	174	128	73.6
	Small Engines	19	12	63.2
	Welding	8	7	87.5
	Field Crops	8	7	87.5
	First-Aid	77	42	54.5
	Self-Determined	11	8	72.7
	Exploring 4-H	40	38	95.0
	Junior Leader	67	57	85.1
	Tractor	7	7	100.0
	Other	33	25	75.8
	TOTAL	1,085	813	74.9
GRAND TOTAL		4,600	3,826	83.2

ANNUAL
REPORT



1987

EXTENSION AGRICULTURAL
ENGINEERING DIVISION

This aspect of the work is carried out by 2 staff engineers, 1 engineering technician, 2 survey assistants, 2 full-time inspectors, 3 casual inspectors, 1 casual chief inspector, with assistance from 2 aboiteau superintendents. The clerk of grants does the administrative work.

No. of Applications Approved	866
No. of Applications Rejected	26
Total Value of Applications Approved	\$ 7,321,764
Grant Value of Applications Approved	\$ 5,491,323
Total Value of Claims Processed	\$ 5,315,213.70
Grant Value of Claims Processed	\$ 3,986,211.71

A summary of the work done to December 31, 1987 is included as Appendix I to this report.

The total footage of underdrainage of installed this past year was again over 4 million feet. This was done by four contractors. All other categories of work remained relatively constant.

Drainage pipe prices have increased over 40% during the summer of 1987. This has led to an overall increase of 3 cents per foot to the average cost of underdrainage. Indications are that pipe prices will continue to rise at a very rapid rate. This causes concern to both farmers and contractors and will likely result in a significant increase in our average cost.

The past year saw the acquisition of a total station survey system coupled with our computer and plotter. This has increased the acreage surveyed for drainage plans by over 50%. The plans are also much more accurate and complete and therefore more valuable to the contractors.

The Division is also responsible for the engineering for the farm pond policy and for technical consultation and design for irrigation work.

In order to provide the service to accomplish this amount of land improvement work, the staff who are responsible for this area of work made the following calls.

Professional Staff - Pond site calls	106
Irrigation calls	50
Drainage calls	150
Miscellaneous calls	108

Technical Staff- 270 calls

The following service was provided:

Tile drainage surveys - 57
Tile drainage plans - 53
Footage of drainage on plans - 1,154,290 ft
Ditching surveyed - 115,785 ft
Ditches laid out - 121,285 ft
Topo plans provided - 6
Farm plot plans provided - 2
Land forming surveys - 849 acres
Grass Waterways laid out - 5,050 ft
Miscellaneous surveys and plans - 27

As well, staff worked on a committee to establish a major drainage research project in Cumberland County. Drainage pipe was installed on the plot in the fall. Staff also co-operated with data acquisition and monitoring on a drainage research plot in the Shubenacadie area.

Staff were also involved in a trickle irrigation evaluation project and an irrigation spacing evaluation for frost protection project.

LAND PROTECTION

This area of work includes programs related to the operation and maintenance of tidal dyke systems, the operation and maintenance of flood control structures on the Musquodoboit River and Brierly Brook and the construction of Main Outlet Drainage channels.

The land protection work is divided into five geographic regions each with an Aboiteau Superintendent to oversee and co-ordinate the work.

The land protection staff complement consists of a supervising engineer, 5 aboiteau superintendents, 1 surveyor, 1 survey assistant, 2 casual survey assistants and up to 24 casual seasonal foremen, mechanics and laborers.

Two of the aboiteau superintendents also have direct

responsibilities for inspection services associated with the Land Improvement Policy.

The dykes that the province is responsible to maintain are in relatively good condition. No major storms occurred during the year that caused any large scale damage. There was severe foreshore erosion in several areas which required placement of rock to prevent damage to the dykes. Other areas will require rock protection in the near future.

The acquisition of a total station survey system has assisted in carrying out our survey work. This was especially helpful this year where there was a change of survey personnel in mid June during our peak work period.

A summary of the work undertaken is as follows:

Aboiteaux constructed - 3
Aboiteaux repaired - 2
Main Outlet Drainage - 111,075 ft
(profiled and staked)
Main Outlet Drainage - 19,130 ft
(profiled only)
Dykes profiled - 25,300 ft
Grades for dyke topping - 950 ft
Ditches profiled and staked - 136,475 ft

Legal survey work was carried out at Wallace for the Farm Loan Board. A plan was completed and boundaries staked out for the Amherst-Port Lawrence marsh. A land consolidation survey was carried out for part of the Isgonish Marsh.

Much of the Main Outlet drainage work involves collaborating with and working with the Dept. of Environment and the Federal Fisheries group (DFO). Work must be undertaken in a manner which meets the guidelines of these regulatory agencies. Protecting the environment is important and can also prove costly to the agency doing the work. In some cases, measures used to prevent or reduce siltation on major ditching projects can cost as much as 50% of the actual ditching costs.

A summary of work completed by geographic regions for land protection is included as Appendix II at the end of this report.

FARM STRUCTURES

A very important segment of the Extension Engineering work is provision of Engineering counsel and technical planning and assistance for farm structures. Farm structures include livestock buildings, crop storages, manure storages, machinery buildings, and other miscellaneous structures.

The farm structures work involves more of a team work approach than does some of the other types of engineering work. Engineers must work closely with other specialists in providing plans and counsel to clients.

Work in the farm structures field is carried out by 3 agricultural engineers and 2 draftsmen.

The Canada Plan Service is still a very valuable tool in the building work. Many of the plan sets sent out use CPS details and components. Nova Scotia is represented on the main committee of CPS and on four of the nine sub-committee.

The Division achieved another milestone in 1987 with the acquisition of a new computer with a computerized drafting system (AUTOCAD). All structural plans are now drawn on the computer and plotted in ink. As the proficiency of the draftsmen increases, drafting time will be reduced while plan quality will be greatly enhanced. Excellent use is already being made of the system.

In several counties, farmers are now required to apply for building permits. This requires a set of drawings stamped and approved by an engineer.

A requirement for stamped plans places added responsibilities on the engineer. Plans will need to be more detailed with complete specifications in order to avoid misinterpretation. This will lead to a greater time requirement for each client to whom our planning service is provided. This may require future adjustments to our farm structures service. We continue to see an increasing demand for this service.

The quality of plans and technical details of plans produced by our Division must continue to match the

expectations of the clients and the professional standards of the Engineering community.

A number of trends are developing in livestock and poultry housing. The poultry meat industry is expanding with expansions in broiler barns, roaster barns, and turkey production facilities. Multi-age brooding is a continuing trend.

There is also considerable interest in upgrading pesticide storage facilities. This interest was brought about as a result of an environmentally sensitive fire in the Canning area a year ago. Standards for storages are presently being developed.

A summary of the structures engineering work is as follows.

New plan sets prepared - 111
No. of plan sets distributed - 2189
No. of plan sheets distributed - 5580
No. farm structures calls - 456
No. plan sets revised - 40

A summary of the custom plan sets prepared by our Provincial engineers through the Kentville and Truro offices show the following:

Category	Truro	Kentville	Total	%
Beef	5	12	17	15.3
Dairy	11	8	19	17.1
Hogs	4	7	11	9.9
Fruits & Vegetables	3	5	8	7.2
Poultry	0	10	10	9.0
Grain, Forage, Feed	1	6	7	6.3
Special Structures	6	9	15	13.5
Manure Handling	2	2	4	3.6
Building Components	5	1	6	5.4
Miscellaneous	14	0	14	5.4
Totals	51	60	111	100.0

Bills of Materials and Cost Estimates were provided for many of the plan sets developed.

Most, of the plans prepared or plan sets distributed

are as a result of our Provincial Capital Grants Program the AFDA agreement and the new ALFI program. These programs resulted in very strong and steady demand for the buildings engineering service.

CROP PROCESSING & ENERGY

This aspect of the work involved engineering input into several areas of agriculture. The main categories were:

- Provincial Grain Commission
- On-Farm Grain-Feed Facilities
- Fruit & Vegetable Storage & Handling
- Energy Management & Utilization

This work is carried out by one staff engineer and a draftsman (shared) and other technical support staff as required.

Engineering counsel, advice and service was provided to the Provincial Grains Commission for expansion projects at the grain centers as follows:

<u>LOCATION</u>	<u>PROJECT</u>	<u>PRICE</u>
Middleton	Add 17,000 bu. dry storage and bucket elevator	\$101,448.
Bayhead	Replace bucket elevator	\$38,455.
Steam Mill	Add. dry storage and bucket elevator	Plans provided only. No const. undertaken

Preliminary plans were provided for facilities in Amherst and Cape Breton.

Activity remained brisk with on-farm grain feed facilities. This includes two areas of work, namely (a) grain storage and handling, and (b) feed processing and feeding systems.

The engineer worked with 78 producers providing plans,

advice and information on these facilities.

As well, a "grain storage evaluation" project has been initiated through an ALFI grant. Installations will be monitored to determine the adequacy of storages and the quality of the product coming out of storage. Proper management of storage systems will also be monitored and storage and drying costs analyzed.

Work was also undertaken to fabricate locally a semi-automated feed processing system for small to medium sized producers. Initial costs still appear to be too high but there is continued interest in manufacturing smaller innovative systems locally.

Engineering counsel, plans and information were also provided to 41 producers for refrigerated fruit and vegetable storages. Most of this work involves rapid pre-cooling and sizing of refrigeration equipment.

The Canadian made "Ice Bank" cooling system installed one year ago on a project basis is now in operation. The system has performed satisfactorily as designed and now provides an alternative to the British system. The Canadian equipment is now available locally through a firm in Dartmouth.

An emerging need is for alternate economical, rapid pre-cooling methods. The technology is available but the equipment is very expensive. Local fabrication could assist with this problem.

In the area of energy management and utilization, 31 requests were dealt with regarding energy concerns. The most common request is with regard to electric power consumption. The increased use of demand meters has heightened this awareness of power usage. Alternate methods on which requests for information were made included solar collectors, heat pumps, heat exchangers, and alternate fuels.

In summary, the number of calls and requests for information on these subject matters is as follows.

On-Farm Feed Grain Facilities:

- (a) grain storage & handling - 33
- (b) feed processing - 45

Fruit & Vegetable Storage & Handling - 41

Energy Management & Utilization - 31

FARM POWER & MACHINERY

The area of farm mechanization continues to be the segment of the industry which is experiencing very rapid change.

In order for the producer to compete in today's agricultural industry, he must be able to steadily increase production and provide a better quality product, with little increase in cost to the consumer.

In the past year, the Power & Machinery group has tried to provide some assistance to the producer in meeting his objectives through the use of short courses, field days, machinery evaluation and demonstration, and individual farm calls.

This segment of the work is handled with one staff engineer and one engineering technician with assistance from other technical support staff as required.

Machinery evaluation and demonstrations have proved to be an excellent method of keeping the agricultural industry informed of new developments. Some of the evaluations and demonstrations included:

- strawberry plant digger
- design of high dump forage wagon
- hay compactor
- baby carrot harvester modification
- equipment development of utilization of fish product for fertilization
- silo additives
- mechanization of strawberry harvester
- blueberry burner project
- round bale plastic rope system
- forage harvesting system evaluation
- safety of front end loaders (fertilizer bags)
- mower conditioner evaluation
- vegetable harvester (white endive)
- straw spreader evaluation

- blueberry land leveling
- development of land rolling project

Along with evaluation and demonstration programs, a number of short courses and field days were set up in cooperation with various departments.

- New development in Vegetable Equipment
(Vegetable Producer Annual Meeting)
- Sprayer Equipment
(Pesticide Application Short Courses)
- Forage Equipment Use
(Cumberland County)
- Plow Adjustment Demonstration (6 sites)

There were also 35 individual farm calls made for consultations on a variety of machinery and machinery related topics.

The year 1987 also saw another successful farm mechanization show held in Moncton, N. B. There were more than 110 exhibitors, with 100,000 sq. ft. of exhibitors and 20,000 attendees. The Mech Show Committee has now been incorporated as a legal entity and the machinery engineer represents the N. S. Dept. of Agriculture on this committee.

Atlantic Farm Machinery Institute

The Institute has been in place since March 1985 and has been developing and receiving proposals for mechanization research and development projects.

The Institute has undertaken a number of machinery testing and evaluation projects during the past year including disc mower evaluation, straw spreader, blueberry grading and packaging equipment, blueberry field burner evaluation, and cabbage handling equipment. Proposals have been developed for several other projects and are awaiting approval by various funding agencies. The Institute has one full-time Agricultural Engineer on staff, and is working with the N. S. Research Foundation to develop a machinery lab. The total value of projects undertaken for the past year is \$83,000.

The Extension Engineering Division has two members on the Board of Directors of AFMI.

OTHER ACTIVITIES

The Engineering Division is also involved in many other areas of work through various professional and departmental committees and boards.

Some of the committees on which staff members serve include:

1. Atlantic Committee on Agricultural Engineering
2. All ACAE Advisory Committee
3. Canada Committee on Agricultural Engineering Committee
4. Canada Plan Service
5. Canada/Nova Scotia Stream Alterations Committee
6. Environmental Wildlife Committee
7. NSDA Research Committee
8. Agricultural Research Institute
9. NSDA Committees such as Community Pasture, Limestone
10. Canada/Nova Scotia Technology Acceleration
11. Professional organization Councils & Committees such as APENS, CSAE, ASAE, NSIA
12. Maritime Agricultural Shows Corporation
13. Atlantic Land Improvement Contractors Assoc.
14. Environmental Task Force on Farm Waste Management
15. Nova Scotia Soils Institute

All of these committees require time and inputs from various staff members and account for a significant portion of our time and efforts. However, these tasks are mutually beneficial to the committees and boards in question as well as to the individuals serving on them and to the Engineering Division as a whole.

SUMMARY

The Engineering Division continues to experience strong demands for its services from the Agricultural community. Striving to keep abreast of new technology and to supply a high quality engineering service to our clientele continues to be the aim and objective of the Engineering

Division.

This report has attempted to summarize the Division activities and to highlight milestones and accomplishments.

We would like to extend our appreciation and thanks to other members of the Department for their cooperation and guidance over the past year. Team work is very important and very necessary as we deal with a divergence of situations and problems. A special thank you to our Director of his guidance and support.

I personally want to extend my thanks to each and every member of the Division for their efforts, cooperation and support during the past year.

A special thanks to the clerical staff for their support and very valuable contributions to the operation of our Division.

APPENDIX I
LAND IMPROVEMENT STATISTICS 1987
To December 31, 1987

CATEGORY	UNITS OF WORK COMPLETED	TOTAL COST	# OF JOBS	AVERAGE COST
Land Clearing	2379 acres	1,979,271	333	831.97/A
Windrow Removal	70,154 ft	141,061	86	2.01/ft
Apple Tree Removal	1,775 trees	6524	16	3.67/tree
Underdrainage	3,850,396 ft	2,475,126	355	0.642/ft
Surface Ditching	506,299 ft	288,509	205	0.569 ft
Ditch Spoil Levelling	343,056 ft	104,418	138	0.30/ft
Land Forming	880 acres	276,931	75	314.69 A
Roads on Dykelands	14,080 ft	21,545	8	1.531/ft
Land Levelling	639 A	219,277	138	343.15/Acre
Land Ripping	9 Acres	345	1	38.37/A
Firebreak Construction	23,006 ft	2132	5	0.09/ft

APPENDIX II

LAND PROTECTION WORK

	Amherst	Truro	Windsor	Kentville	Annapolis	Total
Dyke Topping	1,538 ft	8,000 ft				9,538 ft
Dyke Seeding	12,670 ft	8,000 ft		1,400 ft		22,070 ft
MOD Excavation	4,700 ft	27,965 ft	48,400	30,500 ft	350 ft	111,915 ft
MOD Spoil Levelling	22,000 ft	14,500 ft	47,390 ft	12,300 ft	22,150 ft	118,340 ft
Rock Placement	13,422 Tonne	17,767 tonne			12,987 tonne	44,176 tonne
Aboiteau Replacement	2	1	1	1		5
Total abt. in area	73	89	54	41	21	278
Total miles of dyke in area	48.7	44.8	21.4	25.9	9.2	150

NOVA SCOTIA DEPARTMENT OF AGRICULTURE AND MARKETING

ASSISTANCE PROGRAM SUMMARY REPORT

CAPITAL GRANTS - 1987-88

<u>PROVINCIAL</u>		<u>APPROVED</u>	<u>PAID</u>
Farm Buildings			
1. Dairy	Grant	342,798.00	240,677.38
	Value	1,793,989.00	1,366,572.50
	Units	74	60
2. Poultry	Grant	225,400.00	216,862.33
	Value	1,127,000.00	1,772,719.17
	Units	31	30
3. Greenhouse	Grant	59,290.00	29,992.45
	Value	296,450.00	159,795.29
	Units	19	12
4. Machinery Storage	Grant	271,967.00	148,468.30
	Value	1,340,834.00	763,270.46
	Units	77	54
5. Bedding Storage	Grant	123,253.00	54,549.70
	Value	616,265.00	285,247.90
	Units	33	18
6. Equipment	Grant	58,848.00	44,815.46
	Value	294,240.00	238,654.12
	Units	20	18
7. Renovations & Additions	Grant	101,030.00	61,206.15
	Value	505,150.00	329,203.21
	Units	40	32
8. Insulation & Ventilation	Grant	7,626.00	4,228.71
	Value	38,130.00	21,225.14
	Units	6	5
9. Hogs	Grant	113,533.00	76,298.49
	Value	548,165.00	394,411.16
	Units	28	21
10. Weigh Scales	Grant	1,675.00	1,187.50
	Value	3,450.00	2,375.00
	Units	7	5
11. Tobacco Kilns	Grant	8,160.00	8,160.00
	Value	40,800.00	61,048.53
	Units	2	2
Maple Syrup	Grant	77,816.35	58,676.59
	Value	186,590.86	141,141.44
	Units	23	26
Bulk Bins	Grant	83,050.00	78,320.00
	Value	290,675.00	274,120.00
	Units	93	89
TOTAL GRANT		1,474,446.35	1,023,443.06
TOTAL VALUE		7,081,738.86	5,809,783.92
TOTAL UNITS		453	372

LIMESTONE

Limestone usage by Nova Scotia farmers in 1987 totalled 96,878 tons - up 30% from 1986. The total cost of the program was \$1,289,823. In the table below, limestone usage by county is set out with comparative figures for 1986, 1985 and 1984 provided.

LIMESTONE USAGE BY COUNTY

COUNTY	1987	1986	1985	1984
Annapolis	4,913	3,304	4,966	5,286
Antigonish	8,077	5,538	6,162	7,722
Cape Breton	3,125	4,022	4,113	4,327
Colchester	13,402	8,169	11,200	12,174
Cumberland	12,365	8,791	13,463	8,450
Digby	518	473	419	449
Guysborough	408	508	436	251
Halifax	2,728	2,029	1,470	1,997
Hants	10,448	7,199	9,913	10,059
Inverness	5,261	7,199	4,640	5,129
Kings	20,559	17,366	23,025	26,941
Lunenburg	3,427	2,343	3,008	2,989
Pictou	9,853	6,045	7,277	8,900
Queens	154	104	101	223
Richmond	286	92	269	172
Shelburne	42	220	208	171
Victoria	107	212	410	668
Yarmouth	1,205	1,137	1,254	740
TOTAL	96,878	74,751	92,334	96,648

1988 NOVA SCOTIA YOUNG FARMERS' CONFERENCE

The thirteenth annual Nova Scotia Young Farmers' Conference was held February 17 to 19 at the Delta Barrington Hotel, Halifax, Nova Scotia. Seventy-five delegates from across the province participated in the program.

The theme for this year's conference was "Beyond the Farm Gate". The conference looks at the food processing and marketing segments of the food chain.

Sessions included a panel on challenges in the food system, tour of Farmers' Co-operative Dairy and Bolands Ltd., speakers on free trade, innovative marketing, promoting Nova Scotia products, farm diversification, and farm business arrangements.

Roxanne and Brian Casey, Hants County, Ernie and Elaine Fage, Cumberland County, Susan Horne, George MacKenzie, Jack Redden and Gail Keddy were committee members and Joe Calder was conference chairman.

Gail Keddy will head up the conference in 1989.

This conference continues to bring young farm couples involved in agriculture together on both a social and educational basis. It also serves as a support network as young farmers share ideas and information on a variety of topics.

This was the first time that the conference was held in Halifax. Judging from the response and evaluation, it was successful.